

Stable Trend May Keep Craxi in Office

By Henry Tanner

International Herald Tribune

ROME — The possibility that Bettino Craxi may become the first postwar prime minister to serve a full five-year legislative period is being discussed more seriously by Italian politicians and foreign observers.

The dynamics of party politics appear to confirm that likelihood.

As tradition demands, Mr. Craxi offered his government's resigna-

Moro, who served two years and three months before he was murdered by the Red Brigades in 1978, still holds the record.

In another effort to maintain continuity, the five government parties agreed last week to back Amintore Fanfani, a veteran Christian Democrat, to succeed Mr. Cossiga as president of the Senate. Mr. Cossiga is also a Christian Democrat.

Ciriaco De Mita, secretary of the Christian Democrats, had made a strong appeal in Mr. Fanfani's favor to his allies in the government, including Mr. Craxi. After a few days of hesitation they all agreed as they had no valid candidates of their own.

The opposition Communists, who already have the presidency of the lower chamber, and the neo-Fascists also have agreed to accept Mr. Fanfani.

The election of the Senate president Tuesday will be a replay of the swift, friction-free election of the president. It also will be a triumph for Mr. De Mita, who has used his party's power and his negotiating skills to avoid a political fight.

But the coming months will not be entirely peaceful.

Agreement within Mr. Craxi's cabinet does not extend to basic economic policy, an area in which the prime minister has promised to touch off a crisis that they might not be able to control, and their foremost interest now is continuity.

Mr. Craxi, a Socialist, therefore is certain to complete his second full year in office next month.

If he remains in office until November, which also now appears likely, he will become the longest-serving prime minister in the history of the Italian republic. Aldo



Bettino Craxi

tion Thursday to Francesco Cossiga, the newly elected head of state. Mr. Cossiga rejected the offer because there has been no serious challenge to the government.

Moreover, the five parties in the government's coalition decided against a major cabinet shakeup. A few posts may change hands, but the party balance within the government is expected to remain basically unchanged.

The five parties — Christian Democrats, Socialists, Liberals, Republicans and Social Democrats — feared that an attempt to alter the government's balance would touch off a crisis that they might not be able to control, and their foremost interest now is continuity.

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be replaced either by an alliance of the Christian Democrats and the Socialists or of all five parties represented in the national government.

The party expects Mr. Craxi to make that move to repay Mr. de Mita for backing him as prime minister.

When the Communists lost heavily in the May 12 municipal and regional elections, it was believed that the five governing parties would swiftly create their own local coalitions, excluding the Communists in cities where they had been key members of the local government. But negotiations have been dragging on in nearly every city.

The political mood nonetheless is one of unusual tranquility, and the prospects for long-range stability are seen as better than in many years.

The major newspapers have commented in editorials that the leading parties lack either the desire or the power to provoke a government crisis.

Mr. De Mita has said the Christian Democrats are not in a hurry to reclaim the prime minister's seat and are willing to go along with Mr. Craxi for the time being.

The Communists, still Italy's second most powerful party, are licking their wounds after two defeats, one in the regional and municipal elections and the other in the recent referendum on reforming the wage system. Preoccupied with an internal debate on future policy, they are not expected to make a major move soon.

Wednesday by Mr. Cossiga in his inaugural address and last week by the Organization for Economic Cooperation and Development in its annual report on Italy.

On another front, the government parties continue to haggle over the composition of local governments in most of the country's large cities, including Rome, Milan, Turin, Florence and Venice.

Until recently, most of these cities were ruled by a left-of-center coalition in which the Communists and Socialists were the main partners, even though the two parties were fighting each other at the national level.

The Christian Democrats, under Mr. De Mita, have been pressuring Mr. Craxi to dissolve the local coalitions. They have asked that they

be paid a comprehensive new program.

The most crucial economic issues are also highly political, for Italy's inflation and unemployment are both unacceptably high. Both were singled out as key problems

in his speech.

Announcing last month that Bunte had access to the material, Norbert Sakowski, deputy editor in chief of the magazine, published the Mr. Mengel's as being moved by his conscience to remove the burden of the story of his father's life. The editor said that Mr. Mengel had made the documents available without asking for remuneration.

"His motive," the editor said in an interview, "was that he was burdened by the heritage of his father. He felt that if all the details were published someday, or very soon, it would be all over."

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Mr. Mengel, an attorney, has largely disappeared from public view since Bunte announced June 14 that it had some Mengel papers.

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he attitude toward his father remains profoundly ambivalent, a mixture of lingering filial loyalty and horror at accounts of his father's crimes. Mr. Mengel has told Bunte that he met his father only twice in his lifetime, the last time in Brazil in 1977.

At that time, according to a Bunte source, Mr. Mengel asked his father about his role in selecting prisoners for the Auschwitz gas chambers and performing experiments on others.

The father is said to have denied that he conducted experiments on living prisoners but acknowledged to his son that he chose many doomed to die.

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AMERICAN TOPICS

Yellowstone Park:
Last U.S. Ecosystem

ed to save General Motors and Ford more than \$200 million in taxes they might otherwise have paid because the average fuel consumption of all their cars exceeded the old standards.

Jobs for the few thousand remaining cowboys in the United States are getting scarcer. The cattle business is "very poor," Leo Johnson, assistant manager of the California Cattlemen's Association, told the Los Angeles Times. "It's not only in this state but wherever they raise cattle."

"Congress' saved about two million acres [800,000 hectares]," says Bob Anderson of the Greater Yellowstone Coalition, a union of 40 environmental groups. "But the whole ecosystem, the biological and geological unit, extends more than six million acres."

Naturalists say that because of human encroachments, only three complete ecosystems on earth are still largely intact: the Arctic, the Antarctic and Yellowstone. Environmentalists have been working for years to win legal protection for the entire ecosystem, with little success.

But they have acquired a couple of powerful allies: Robert D. Barrow, the Yellowstone Park superintendent, who says the present boundaries "do not encompass a complete ecological unit"; and even more significantly, William Penn Mott, who ran the California park system under Governor Ronald Reagan and has just been named by Mr. Reagan as chief of the National Park Service.

On a recent visit to Yellowstone, Mr. Mott said he would work hard "to create a legal buffer zone around the park that represents the entire ecosystem."

Short Takes

The Environmental Protection Agency has modified its formula for measuring automobile fuel efficiency. Agency officials said this probably would bring all U.S. manufacturers into compliance with the law. This is expec-

Claudette Colbert

Stephen Beverlin, 28, who is being laid off, said: "Most broken-down cowboys end up in the construction business because they're not afraid of work."

Shorter Takes: The U.S. Bureau of Mines is commissioning research into the feasibility of using robots to improve mine safety and production. One problem to be solved: how robots will navigate uneven surfaces in tunnels... Sad but true: A branch bank has opened on the site of the Sazsi Souci, a restaurant near the White House

where the Washington elite used to meet in the 1960s and 1970s, but which later went out of business.

Notes About People

Geraldine A. Ferraro, the 1984 Democratic nominee for vice president, has hired a poll-taker to help her decide whether to seek the nomination for the Senate from New York next year and challenge Senator Alfonse M. D'Amato's bid for re-election. A New York Daily News poll in late May showed Mrs. Ferraro trailing Mr. D'Amato 35 to 43 percent but easily defeating likely primary opponents. However, 36 percent of those interviewed had an unfavorable opinion of Mrs. Ferraro as against 50 percent with a favorable opinion. The New York Times called this "a large negative."

Frank Sinatra has ended his self-imposed exile from Atlantic City. During a 1983 visit he demanded that a blackjack dealer deal him with his hand rather than from a plastic container, a violation of New Jersey law. New Jersey's casino commissioner, Joel R. Jacobson, then described the singer as "an obnoxious bully." But after Mr. Jacobson criticized a "Doonesbury" comic strip satirizing the incident, Mr. Sinatra said through a spokeswoman that he would be returning probably this fall.

Claudette Colbert, who is co-starring on Broadway with Rex Harrison in Frederick Lonsdale's "Aren't We All?" says she is 81 and has never made a secret of her age. Mr. Harrison is 77. Miss Colbert says: "The only time I ever felt age happening was when I hit 40. I suddenly had a funny feeling. Fifty didn't bother me, and 60 bothered me even less, and then I got to the point where I was rather pleased with my age."

—Compiled by ARTHUR HIGGINS

Robbery Attempt and Fatal Gunshot:
The Shattered Destinies of 2 Brothers

(Continued from Page 1)

about 15 black youths in a student body of 335.

At Westminster, Jonah moved into a world of tennis and squash courts, coat-and-tie dinners, classes on Saturdays, chapel four times a week and teachers referred to as masters. And he adjusted well, school officials now recall.

He seemed to make the transition from Hartlepool to the more affluent setting here very easily. Said August Ganzenmuller, the school's director of admissions: Mr. Ganzenmuller said Jonah ranked in the middle of his class academically.

"In a predominantly white school, some of the black students feel resentment or bitterness, but Jonah wasn't that way at all," said Gretchen L. Peterson, who shared a mailbox with him and ran with him on the track team.

"He was never bitter. He was always laughing about stuff," Miss Peterson said. "One day he got all this mail from Yale and Princeton and I joked with him. I said, 'Hey, Jonah, I didn't know you were smart.' He said, laughing, 'No, I'm just black.'"

W. Thompson Prewitt, who as Westminster's head of drama directed Jonah in "Guys and Dolls" and "The Madwoman of Chaillot," sometimes gave Jonah rides to New York from the school and they talked over many things. According to Mr. Prewitt, Jonah said that had it not been for his mother, he would never have got out of Hartlepool, where he said most of his friends "were either involved in drugs or had some bad brush with the law."

Mr. Prewitt said Jonah spoke fondly of his younger brother, Edmund. "He really admired Ed. He perceived Ed as having more discipline."

In 1980, when Jonah was still new to Westminster, Mr. Prewitt at Wedleigh supported Edmund's application to ABC, saying that Jonah "serves as an inspiration" to his brother.

Edmund, Mr. Prewitt wrote, was not only a superior student, with reading and mathematics achievement five years above his grade level, but he also was a "future leader." Edmund himself told ABC that he wanted to become a doctor and was building model ships and airplanes "because a doctor needs a steady hand."

Edmund was pleased to be ac-

cepted at the 200-year-old Phillips Exeter Academy in Exeter, New Hampshire, where he was one of about 60 black youths in the student body of just under 1,000.

With its seminar-style teaching, its ivy-covered Colonial-era buildings and spacious playing fields, Exeter is the embodiment of an American ideal in boarding-school education. Stephen G. Kurz, its headmaster, once described Exeter as "an escapist school — you get on the escalator and you get to work."

Edmund got on that academic escalator in the fall of 1981, and over the course of four years main-

Eddie told my peers to never commit a murder or rob or something because it was morally wrong and a disgrace to the black community.

Lamont O'Neill
a classmate

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Edmund spent his junior year studying in Spain. The experience was "liberating" for him, according to his friends and by the time he returned to Exeter last fall, he was ready to leave. "His only thing was to get on, go home, go to California, go back to Spain," said Malcolm Stevens, who roomed with Edmund in his senior year.

Edmund seemed buoyed in his senior year by his increasingly warm relationship with his brother, Jonah, with whom there had been some rivalry — "Eddie smart and Jonah cool" as a friend, Kenneth Marshall put it. Jonah had just graduated from Westminster and was starting at Cornell, and Edmund was now walking around the Exeter campus in his brother's black nylon Westminster jacket.

Although Edmund had talked for several years about attending Stanford, he also applied and was admitted to Yale University, the University of Pennsylvania and the University of California at Berkeley. Admission officials at Berkeley thought so well of him that they waived the requirement that he write an essay.

Edmund graduated from Exeter on June 2. His yearbook page reflected both his appreciation of the school and the disenchantment with it. "It's a pity," he wrote, "that we part on less than a friendly basis, but we do. Work to adjust yourself to a changing world, as will I."

On the evening of June 12, Edmund and Jonah were observed playing basketball on the cement court at Wedleigh Junior High. According to an account assembled by law-enforcement authorities, the two youth beat up on the winner, the loser taking the winner to a movie. But neither Jonah nor Edmund turned out to have any money, by his account, and around 9 P.M. the youths set out in the direction of MorningSide Park to "rip off" somebody.

At that hour, on the western side of the park, Mr. Van Houten was taking his duties as a member of an anti-crime patrol that hoped to catch the persons responsible for a rash of larcenies from the parked cars of doctors at St. Luke's Hospital.

Sometime between 9 and 9:30 P.M., according to the police, Mr.

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INTERNATIONAL HERALD TRIBUNE

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

Gromyko Moves Upstairs

Fire your veteran foreign minister precisely as you announce your first summit? That is what Mikhail Gorbachev did last Tuesday, with scarcely concealed disdain, to Andrei Gromyko, Stalin's wartime ambassador in Washington and later Soviet Foreign Minister for 28 years. The party leader relieved the world's most experienced high-level diplomat of his line position, kicking him upstairs with faint praise — his policy contribution was described as "considerable" — to become head of state — a chair he will presumably keep warm for Mr. Gorbachev himself. He replaced him with the former party leader and top cop of Georgia, Eduard Shevardnadze, who, although he is no doubt a tough operator and an organization man in the Gorbachev mold, appears to have about as much familiarity with foreign affairs as with brain surgery.

It is a bold step for a new party chief, with only modest experience in security affairs, to oust the old pro of diplomacy and replace him with someone substantially less well prepared than himself. It is a striking signal of Mr. Gorbachev's self-confidence and of the consolidation of his personal power. A day earlier he had removed from the party's inner circle an evident key rival, Grigori Romanov.

Beyond that, the move announces the assertiveness of a new leadership generation and an intent to establish both tight control over a crucial policy area and the dominance of party generalists on the Gorbachev-Shevardnadze

—THE WASHINGTON POST:

Spies, Secrets, Superiority

U.S. military secrets are poorly protected. The amateur spy ring allegedly run by John Walker is said to have operated for 20 years, but was detected only when his wife decided to turn him in. The leakage may have shifted the balance of the critical strategic issue in which the U.S. and Soviet navies strive to detect each other's missile-carrying submarines.

The Walker story is not unique. More Americans are on trial for espionage than ever before. A Northrop employee is accused of trying to sell Stealth radar technology for \$25,000. A former army cryptographer sold what he knew for \$131,000. A Hughes aircraft employee traded information on Radar systems for \$10,000. What is the remedy?

Most of the ideas floating around Washington seem dubious. The House wants to restore the death penalty for spies in the armed forces and to use more lie detector tests. But death is a barbaric penalty and lie detectors are little better than wishcraft. President Reagan advocates reducing the number of Soviet officials in America, as if driving accredited intelligence agents underground would make them easier to catch. The real solutions lie deeper.

Since security clearances are performed without charge, agencies and contractors request them in excess. The checkers are overburdened, and precautions are laxly supervised. According to an internal Pentagon study, spying on 14,000 private contractors to the military is so easy that "a supermarket employee may encounter far more difficulty stealing a loaf of bread."

The first step should be reducing the excess number of people — 4.3 million — who have access to secrets. (Navy Secretary John Lehman has found it possible to reduce a 50-percent reduction in such navy employees.) Next reduce the number of secrets to be guarded by inhibiting government's propensity to overclassify. The method of security checking also needs overhaul, in recognition that greed, not ideology, is the prevailing motive for espionage. Financial statements, examined annually, might give better clues to spies than intensive investigation of political opinions.

But leakage to spies is only one end of the problem of preserving technological superiority. The other is to ensure that the Pentagon makes fast use of the superior technology available to it. Its procurement process is so cumbersome that weapons take a decade or more to reach the battlefield.

Despite its greater spending for defense, the Reagan administration's efforts to preserve superiority have been uneven. It has tried assiduously to keep civilian technology of military value out of Soviet hands. It has even tried to stem a supposed leakage of academic information by demanding that papers be withdrawn from public scientific conferences.

Such controls of university research and foreign trade carry high costs and bring doubtful returns. More direct methods of maintaining technological advantage — improving procurement and modernizing counterespionage — have been neglected. The dismaying reports about the Walker spy ring should give a new focus to the entire effort.

—THE NEW YORK TIMES.

Other Opinion

Gorbachev Shifts an Iceberg

The vacant presidency gave Mikhail Gorbachev the chance to move one of the most awesome icebergs of the Soviet world. Andrei Gromyko's retirement from the Foreign Ministry he has dominated for a quarter century must eventually affect the substance as well as the style of Soviet diplomacy.

It could be — we may never know the truth of this — that he accepted the move without hesitation. To be president is an honor he would not have dreamed of a few years ago. He has been taking things a little easier in recent years. Even icebergs get old. Stories that he has found it hard keeping up with Mr. Gorbachev's pace are not beyond belief.

Soviet diplomats will have a very different model in Eduard Shevardnadze. Georgia has been one of the least icebound parts of the country, making a specialty of small-scale economic and administrative experiments.

Turning Mr. Gromyko into president and appointing a new foreign minister do not on their own signal a new foreign policy. Combined, though, with Mr. Gorbachev's plans for the country's problems at home, they almost certainly do. Mr. Gorbachev has launched the idea of "civilized relations" between world powers, and Soviet foreign policy experts have begun to discuss what that might mean.

Mark Frankland, *The Observer* (London).

—The Sunday Telegraph (London).

Routine Sniping at Greece

The Reagan administration has gone in for a routine denigration of the government of Andreas Papandreou — convincingly re-elected last month — and has made Greece a scapegoat for its own failures in foreign policy. Attacks on the vulnerable Greek economy, and rancorous insinuations about the prime minister, will be seen in Athens for what they are: high-handed interference in internal affairs, and unattractive nostalgia for the days when Greece did as Washington told it to.

—Christopher Hitchens, Washington columnist for *The Nation*, writing in *The New York Times*.

FROM OUR JULY 8 PAGES, 75 AND 50 YEARS AGO

1910: Russians, Japanese Sign Pact
ST. PETERSBURG — According to the "Novoye Vremya," the substance of the Russo-Japanese Convention [signed on July 4] is that Russia and Japan agree to cooperate in the working of their railways in Manchuria and to refrain from rivalry. Both powers agreed to maintain the "status quo" in Manchuria. "Novoye Vremya" states that it was U.S. Secretary of State Philander Chase Knox's proposal which brought the negotiations to a head, and the suggestion is made that Japan was only induced to abandon her dreams of further aggression in the Russian sphere of influence in the Far East by the sudden development of a United States forward policy in China.

—John Hay Whitney, Chairman 1958-1982

1935: Germany Stiffens Penal Code
BERLIN — Heavy penalties for "army dodgers" and those assisting them are prescribed in a revised penal code published [on July 7], which comes into force on Sept. 1. Conscripts leaving the country are liable to six months imprisonment, while anyone aiding their flight or helping the conscript to join a foreign army is liable to ten years' imprisonment. Persons who willfully damage public communications, including railways, air services and shipping, are liable to sentence of death or life imprisonment. Anyone ridiculing the Nazi party, its emblems or symbols is liable to a term of imprisonment. The penalties for homosexual offenses have been increased.

INTERNATIONAL HERALD TRIBUNE

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Monday, July 8, 1985

PERSONAL INVESTING

INVESTOR'S Notebook

Madrid's Momentum

Market momentum may be slowing, but the Madrid Stock Exchange appears headed for another good year. The exchange's market index rose 40 percent in 1984, and analysts say it could show a gain of between 17 percent and 25 percent by the end of this year. "It's one of the few markets which is not anywhere near its all-time high," said Joe Hall, European equities analyst at E.B. Savory Millin & Co. in London.

The economic turnaround under the Socialist government is largely credited for the market's performance. Moreover, Spanish stocks still offer low price/earning multiples when compared with other European markets, with yields as high as 14 percent. High-yielding sectors like utilities are particularly attractive, according to Mr. Hall. Telefónica, the 47 percent state-owned phone company, is already up by around 20 percent this year. Hispano and Iberdrola are both up about 10 percent. The property sector also looks good, according to Michael Spack of Singer & Friedlander Ltd.

Midyear Stock Picks

Picking stocks at midyear that promise to be big winners over the next 12 months is the latest fashion among big Wall Street brokerages. In June, Merrill Lynch, Paine Webber and Prudential Bache issued their picks. And last week, Shearson Lehman Brothers, which pioneered the idea, published its "Ten Uncommon Values in Common Stocks."

"In compiling this portfolio, we looked for stocks with solid fundamentals and healthy earnings potential for the coming 12 months," said Eliot Fried, director of equity research at Shearson Lehman. The list, which covers a wide range of sectors, includes: Associated Dry Goods, Chi-Chi's, Daisy Systems, Eaton Corp., Equitable Resources, Golden West Financial, Frank B. IBM, Upjohn Co. and Wal-Mart Stores.

Although Mr. Fried acknowledges that the past record is no guarantee of future performance, last year's selection handily outperformed the market. As of June 30, the portfolio had appreciated 39.7 percent versus a 20.5-percent gain for the Standard & Poor's 500 Index. American Broadcasting Cos. was among 1984's picks, and Mr. Fried admits that the ABC-Capital Cities merger boosted the portfolio. The poorest performer was Motorola.

The Dollar Difference

Interest rates in the United States are declining and the dollar has lost some value, but the huge capital inflows that have helped finance the federal deficit will likely continue for awhile, according to Kem van der Does, vice president for international markets at Drexel Burnham Lambert.

Although the dollar's value has declined more than 11 percent against the West German mark so far this year, Mr. van der Does notes that the real, or inflation-adjusted, return of a U.S. Treasury bond is still 5.9 percent. The comparable yield in West Germany is 5 percent. Although the differential is significantly below last year's 4 percentage points, Mr. van der Does says it is still sufficient to attract foreign investors.

But he says the attitude of European investors could change if the differential continues to shrink. "I'm afraid that the flow will slow down, and we'll see a further weakening in the dollar," he said. If so, Mr. van der Does believes U.S. monetary authorities will have to take some action to raise interest rates to more attractive levels to finance the deficit.

Oil Patch Scenario

The share prices of U.S. petroleum companies stand to rise if OPEC manages to convince the oil markets that the Vienna wrangling produced results, says Frederick Leuffer of Cyrus J. Lawrence Inc. in New York. A rise in spot oil prices, which would occur as oil companies replenish depleted inventories, could buoy oil shares. He also notes that earnings reports due in the next two weeks are expected to show the industry's second-quarter profits rose about 14 percent.

But any rise in will probably be short-lived, he cautions. OPEC will come under pressure again in the fall as supplies build. And the second quarter probably marked the peak for 1985 profits. The improved earnings were "mostly illusory" because they were based on brisk sales of gasoline, where retail prices are looking weak, Mr. Leuffer explains.

BONDS

Junk Bonds Enticing Yield-Conscious Investors

By William McBride

New York

FOR bond investors who got hooked on the hefty yields of the early 1980s, the decline in U.S. interest rates has been a mixed blessing. While it has boosted the value of their bond holdings, income-oriented investors often experience "coupon shock" when faced with the problem of reinvesting interest income or maturing principal.

In the last 12 months, yields on high-quality U.S. corporate bonds have sunk from just under 14 percent to less than 11 percent. The retreat in short-term interest has been even more daunting, with the average yield on U.S. money market funds down to 7.15 percent from about 11.24 percent last fall.

In quest of loftier returns, many individuals have been following institutions into the murky field of junk bonds, those high-yielding securities issued by companies with less than sterling credit ratings. Among investment professionals, the term has been extended to embrace a wide range of instruments such as convertible preferred stock, debentures and equipment-trust certificates.

In addition to current yields that can run from three to four percentage points above those of high-grade bonds, junk bonds often hold the promise of large capital gains if the issuer's creditworthiness improves and the price of the bond rises. Of course, a turn for the worse can just as easily lead to staggering losses.

One example of a positive outcome is an issue of convertible preferred stock by Wickes Cos., a building-products company that emerged from a court-supervised reorganization last spring. The shares, issued in May at a price of \$25 each, pay a \$2.50 annual dividend and are convertible into common stock at an 8-percent premium.

Last week, the preferred shares were quoted at \$32 each, according to David Solomon, a money manager who had



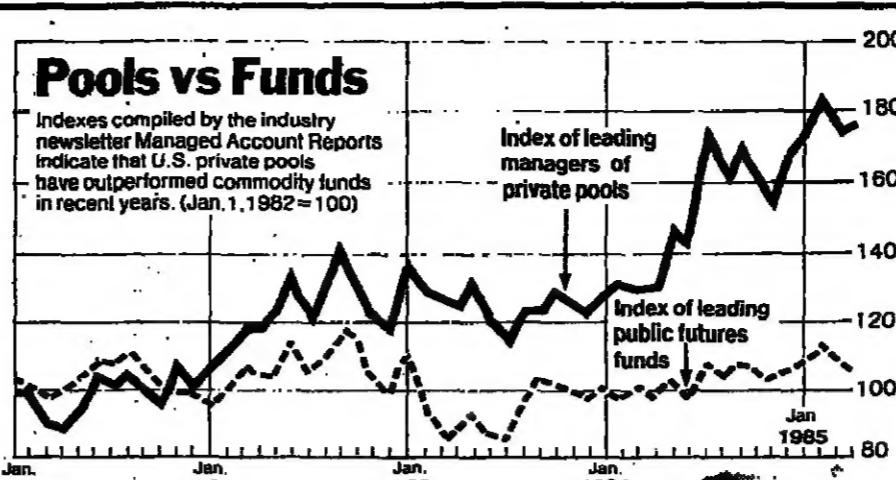
bought 17 percent of the new issue for Drexel Burnham's Finsbury Group, a high-yield fund based in Luxembourg. With the quarterly dividend, that adds up to a total return of 30.5 percent in less than two months.

One gauge of investor enthusiasm for these securities is the growth in the number of mutual funds specializing in junk bonds, from seven funds in 1977 to about 40 now. According to Lipper Analytical Securities, the high-yield bond funds had \$7.24 billion in assets at the end of 1984, more by far than any other type of bond fund.

The growth has come on the back of impressive performance. Though they stumbled badly in late 1984, junk-bond funds have outperformed all other categories of

Pools vs Funds

Indexes compiled by the industry newsletter Managed Account Reports indicate that U.S. private pools have outperformed commodity funds in recent years. (Jan. 1, 1982 = 100)



Whiz Kids From Chicago

Tom Willis, right, and Robert Jenkins, both 35 years old, run a private commodities pool that has shown a 30 percent gain for the first five months of this year.



Commodity Pools Go for Big Gains

By Bruce Hager

INFLATION was high and commodity prices were rising when Donald Knepp launched the Group 43 Fund in June 1981. A private investment pool aimed at a limited number of individuals seeking an affordable way of playing the volatile commodity-futures market, Group 43 was typical of scores of other managed accounts that had grown out of the high inflation days of the late 1970s and early 1980s.

Starting with a modest \$125,000, mostly from friends and acquaintances, Mr. Knepp, already an experienced trader, proved an adept strategist as well. Although small by industry standards, the pool's net asset value had nearly doubled by June 1984, and Mr. Knepp was gaining a reputation in the industry as an astute pool manager.

Then disaster struck. Last July, Mr. Knepp, who had been betting on higher gold and silver prices and some improvement in foreign currencies, saw his strategy fall apart as the dollar suddenly spiraled higher. Group 43's net asset value plummeted 36 percent in a month and has had difficulty recovering ever since. "Thank God when we had the bad one, it wasn't with too much money," said Mr. Knepp.

The story of Group 43 illustrates the kind of risk investors face in private commodity pools. Like public commodity funds, private pools trade a wide variety of futures contracts ranging from pork bellies to Deutsche marks. But unlike their relatively conservative cousins, pools are known for their aggressive trading style.

Public funds generally limit their exposure in the volatile futures market at any one time to between 30 percent and 35 percent of total equity, keeping the rest in such traditional interest-bearing investments as U.S. Treasury bonds. In contrast, private pools have been known to invest up to 60 percent in futures contracts.

Unlike U.S. public funds, which are considered securities and regulated by the Securities and Exchange Commission, pools are considered private placements and fall under the jurisdiction of the Commodity Futures Trading Commission. Although the CFTC requires all pools offered in the United States to file disclosure documents, observers say the agency's requirements and regulatory

procedures are not as tough as those of the SEC.

"Investors run more of a risk investing in a private pool than in a public fund," acknowledged George A. Booth, chairman of the pool operator advisory committee of the National Futures Association. "It's quite easier for a guy to run a scam in a private pool because he doesn't have the SEC looking over his shoulder."

Still, for a variety of reasons, many investors favor pools over funds. Higher risk, of course, means a chance for bigger return. Moreover, if a pool is successful, an individual can not be a sizeable profit. U.S. regulations limit pools to no more than 35 investors, but a public fund may have to distribute return among several hundred investors.

A limited partnership in a private pool does not come cheaply, however. Minimum investments can be four times the \$3,000 generally required for public funds. And investors wanting an individually managed account must be prepared to put up \$100,000.

A 5-Year View of Top U.S. Performers

Compounded Annual Rate of Return, 1980-84

Orion, Inc.	58.2
Cresta Commodity Management	50.1
Hickey Financial Services, Ltd.	50.2
Trend Analysis and Portfolio Mgt.	58.9
Man Investment Management Co.	55.1
Jones Commodities, Inc.	51.7
Dunn Commodities, Inc.	47.8
A.O. Management	40.5
Atlantic Associates, Inc.	37.8
Computerized Commodity Advisory	34.7
George Booth & Associates	34.7

*Covers period April 1981-December 1984
Source: Managed Account Reports

In some cases, the minimum amount necessary to open an individual account is enough to frighten anyone but the most serious — and wealthy — investor.

Chicago-based Hickey Financial Services, for example, required \$5 million for all individual accounts before it stopped offering them last May. The reason, according to marketing director Bob Youstra, is that Hickey specializes in arbitrage, an endeavor that requires a high minimum in individual accounts to satisfy government dealers when the firm purchases Treasury bills.

Aside from the initial investment, trading commissions can also be quite stiff, up to \$80 or more for each trade. After an annual 5-percent management fee and 15-percent profit incentives, the charges can leave an account looking anemic.

Against this forbidding backdrop is the fact that neither pools nor private accounts have done particularly well in the past five years, due principally to the low-inflation climate that has seen gold drop from \$375 an ounce down to around \$300. In the 12-month period ended in April, according to Managed Account Reports, an industry newsletter, private pools generated a meager return of only 0.4 percent.

"The bloom came off the rose in the spring of 1980," said Morton Baratz, the newsletter's editor. "As a group then, managed accounts have not been outstanding performers."

Indeed, commodities markets have changed dra-

(Continued on Page 8)

The Funds Cash In on Europe's Big Rally

By Colin Chapman

London

SCARCELY a year ago, while commentators were painting a dismal picture of moribund European economies, some investors were moving their money into a group of funds that focus exclusively on European stocks. Their farsightedness has paid off handsomely.

The funds, including British unit trusts and a handful based in such offshore areas as the Channel Islands and Luxembourg, are now cashing in on the record-setting pace of markets in West Germany, Switzerland, the Netherlands and Italy. (See Chart Talk, Page 10.)

As a measure of their performance, eight major offshore funds that deal primarily in European equities showed a return in dollar terms of nearly 21 percent in the 12 months ended in June, assuming reinvestment of dividends, according to Lipper Analytical Securities, which tracks mutual-fund performance. Although that return is some three percentage points less than the performance of the average U.S. mutual fund in the same period, as compiled by Lipper, it is still a robust showing given the dollar's strength.

The offshore funds in particular have benefited from an inflow of funds from continental Europeans eager to move their money out of the range of the tax authorities. They are now using these funds to reinvest in their local markets.

Indeed, hardly a week goes by without a new European unit trust or investment fund being launched. Schroder European Fund was one of the first. Launched in 1981, it has since grown by 167 percent, with a growth of 19.9 percent in the past 12 months. Madeline Hall, Schroder's fund manager, says she is surprised that more investors did not move into European stocks 18 months ago.

"A lot of people were slow to realize the changes taking place, particularly in government policies, and the outlook for profits," she said. "Rather than realizing that Europe, whatever the problems, has a lot of very good companies who are leaders in their fields, many have been reading articles writing of Europe. Most of the dynamism is at the company level."

Indeed, there are a variety of reasons to explain the bull markets in Europe. Stephen Dowds, an adviser to Britannia International Investment Management Ltd.'s European Performance Fund, cites stronger economic performance. The West German economy, he says, will likely expand by 3.2 percent this year against 2.6 percent last year. Other European nations will also benefit from slightly higher growth. "Although these numbers may be small, they disguise substantial prospects in a market that has been neglected by investors for years," he said.

Aside from the better economic picture and a desire for European investments as a hedge against

(Continued on Page 8)

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Some junk-bond enthusiasts cite studies showing that the average annual default rate on all low-rated bonds over the last 10 years has only been about 1.5 percent of their total par value. They also note that, in most defaults, investors seldom lose 100 percent of their capital.

But even some partisans of junk bonds acknowledge that future default rates could be higher, given the larger

(Continued on Page 10)

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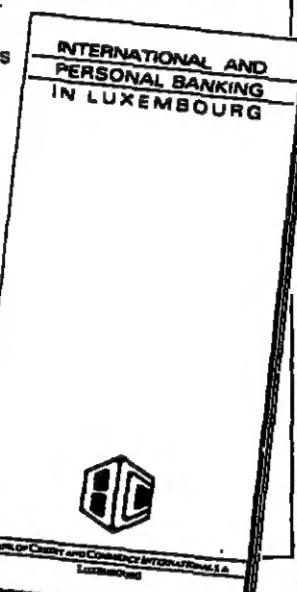
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COMMODITIES

Fast-Moving Commodity Pools Go for Big Gains

(Continued from Page 7)

matically in the past decade. Market volatility, though sometimes dramatic, has been more or less phlegmatic when compared with the 1970s. Prices are steady, and even potential catastrophes or international crises do not carry as much psychological weight as they once did.

The price of sugar in the 1970s, for instance, was over 65 cents a pound and sometimes moved as much as 3 cents a day. But now, notes Dinesh Desai, president of Desai & Co., a trading adviser located in Mountain View, California, a pound of sugar now costs 3 cents and has remained at that price for the past three months.

That has meant bad news for fundamentalists, or traders who base their buy-and-sell decisions on factors such as weather conditions or other forces likely to shape supply and demand.

In the 1970s, Charles Curran scored big gains on news about U.S.-Soviet wheat deals. But his best effort since came two years ago when corn and soybean prices jumped on the news of a devastating drought. Mr. Curran also jumped — heavily — and emerged with a 50-percent payoff in one month. But now, because of a lack of sustained trends, Mr. Curran concedes he is doing "moderately poor" this year managing \$10 million.

Individually, however, some trading advisers have kept blooming. Topping the list is William A. Dunn, the Florida-based president of Dunn Commodities Inc., who currently manages about \$60 million and has generated a 66-percent gain in one managed pool during the past year.

"We take a conservative approach, and time has proved we're right," said Mr. Dunn, a physicist who has been following commodities markets for 14 years. "When the inevitable disappointment comes, it doesn't destroy us. And when we're successful, we're rewarded."

Like many in the industry, Richard Levin, president of New Jersey-based Orion Inc., describes himself as a technician who deter-

mines future commodity prices on the basis of price movements, rather than commodity supply and demand. "I've never seen a soybean," he says.

Orion has successfully used the technique to generate an 88.2-percent return between 1980 and 1984. And to prove the firm hasn't lost its touch, Orion started another privately managed pool, Orion Partners, last December, which gained 46.3 percent through the end of May.

Two of the hottest traders and pool managers at the moment are considered to be Tom Willis and Robert Jenkins, both 35 years old. The two Chicagoans began a private pool called Floor Traders' Futures Fund I in June 1982 that generated a 292-percent return through May, including a more than 30-percent gain for the first five months of this year. That means that an original unit with a \$985 net value is now worth \$3,860.

The secret, says Mr. Willis, is to be conservative. That tendency, he says, has grown out of 10 years' pit trading experience, and from knowing enough to keep a large position in liquid, interest-bearing securities.

"I have to keep a large chunk there to give me a mental massage," says Mr. Willis, describing his personal portfolio, which reportedly is worth some \$2 million. "There's a part of every trader who's waiting for the shoe to drop. My portfolio is so conservative I could give it to a money manager and he could get me two more points."

Mr. Willis and Mr. Jenkins have a bearish reputation for going short. But if gold is going up and soybeans down, then Willis Jenkins Inc. would probably sell the weakness and buy the strength.

The trading philosophy has earned significant converts in the commodities industry: 50 percent of the \$35 million Willis-Jenkins Inc. currently manages is from other traders.

The most outspoken advocate of trading commodities is also the industry's patriarch, Richard Donchian. A financial consultant

with Shearson Lehman/American Express in Greenwich, Connecticut, Mr. Donchian started the first commodities fund in 1948. Today, at 79, Mr. Donchian manages two public funds as well as \$12 million in private accounts. For the past five months, he says, these have posted gains of between 15 percent and 22 percent following two

years of losses and minor gains.

Mr. Donchian recognizes that the industry needs higher inflation to generate the 323-percent gains his clients enjoyed back in 1974. For the time being, however, he recommends holding a commodity account as a hedge against what happens in the economy. "If we get another round of inflation,

Churning: How Much Trading Is Too Much?

A NY investor who turns funds over to an adviser should be on guard against "churning," a catchall term used to define excessive trading in a securities or commodities account for the purpose of generating commissions. While churning is getting more notice as a legal issue in the United States, it remains difficult to prove in court, especially when it comes to commodities.

The reason stems from the nature of the commodities industry itself, where speed and deft timing are crucial to making money and preventing losses. In the highly volatile environment that characterizes the futures market, a broker might have to protect his client's assets with a number of quick trades, particularly in a diversified account with positions in several currencies and commodities.

A broker earns a commission with each trade, win or lose, and thus an investor can be led to suspect him of padding his pockets if 30 straight trades result in huge commission fees as well as an overwhelming loss. Still, the broker may be guilty of no more than bad trading practices or of an innocent victim of market circumstance. Therefore, finding hard evidence of churning can be difficult.

It is much easier to detect churning in securities, where the markets generally are less volatile and trading in individual accounts is less frequent. To determine if a broker has been trading just to generate higher commissions, regulators in the securities industry routinely use the so-called Looper Formula.

The formula weighs three factors — the degree of broker control over the account, the frequency of trading and benefit to the broker. There is no such standard in the commodities industry.

"Churning in commodities is a very tough case to make," said Dennis Kleinz, director of the enforcement division of the CFTC, the regulatory agency for the commodities industry in the United States.

"While it may be common for an investor to buy a security and keep it

for a long time, trading in commodities means having a position and selling it more quickly."

Despite the difficulties in proving churning, there are precautions that investors can take to monitor their accounts. Jeffrey Rosen, an attorney who has written extensively on churning for the Commodities Law Letter, says there are five basic warning signs of the practice.

The first sign, he says, is a high commission-to-equity ratio. If a \$30,000 account is reduced to \$10,000 in one month, and an investor is then handed a bill for \$10,000 in commission fees, there is a reasonable probability that the account has been churned.

The second concerns day trades, or the practice of establishing and liquidating positions during the course of a day. That is similar to a third warning sign, in-and-out trading, where a broker establishes and

liquidates 5 or 10 positions in one day, and then re-establishes them the next day in what becomes a pattern. Evidence of such abuse can appear on monthly statements distributed by commodity advisers.

A fourth sign involves trading under margin, best explained as when an investor's equity is very low but the broker goes ahead and puts him into 10 more trades thus generating commission fees which cannot be covered by the balance remaining in the account.

The fifth indication that a broker might not be playing fair comes when there is an undisclosed split between the broker and a third party, usually the trading adviser. Since it is undisclosed, an investor might not notice something amiss if commissions are exceptionally high. □

— Bruce Hager

more market volatility. Others, like Mr. Levin, admit they can only tell investors what they can lose, not what they will win. But perhaps the sagest advice is offered by those who track the industry itself. "Never prophesy, especially about the future," says Mr. Baratz, sealing a line from Samuel Goldwyn. □

FUNDS

Equity Funds Lagged the Major Market Indexes in Quarter

By Nicholas D. Kristof

New York

RIDING the new highs regularly set by the stock market in the last three months, mutual funds gained an average of 5.94 percent in the second quarter. This was the eighth consecutive quarter, however, that equity mutual funds, on average, did not do as well as the Standard & Poor's 500-stock index, according to A. Michael Lipper, president of Lipper Analytical Services in New York, which compiles performance figures for 841 mutual funds.

The equity funds, which exclude specialty funds or those in in-

vestments in bonds or foreign securities, averaged a return, including dividends and capital appreciation, of 6.07 percent. With dividends reinvested, the S&P-500 gained 7.35 percent in the period, while the Dow Jones industrials rose 6.84 percent.

The best performers over all — such as Twentieth Century Gift Trust, which gained nearly 22 percent in the period — frequently were small, relatively new funds. They tended to slum computers and semiconductor issues and include in their portfolios the kinds of stocks that benefit from falling interest rates.

"Among the best performers, you had funds in health, utilities and some financial stocks," Mr.

its value. Since the sum of the

year, it has risen by 47.2 percent.

The fund has major holdings in small companies involved in broadcasting, medical services, waste disposal and specialty retailing. It is highly unusual, however, in that people invest in it by placing their money in irrevocable trusts, in which investments must be committed for a minimum of 10 years. Typically an adult buys a share for a child, or perhaps a charity. Neither the donor nor the beneficiary can touch the investment until a specified date at least a decade later. A no-load fund, it is actively managed.

Outside the equity-fund category, funds invested in bonds and other fixed-income securities did well because of the substantial decline in interest rates last quarter. Not only did these funds maintain high interest rates, but they also benefited from rising securities prices.

The worst performers in the second quarter were funds that specialize in stocks of precious metals companies. Five of the bottom 10 were gold funds, and three more focused on silver, precious metals and natural resources. These kinds of stocks tend to be hedges against inflation and do poorly in periods such as last quarter, when a slowing economy suggests that a resurgence of inflation is not imminent.

The worst performing fund in the second quarter was 44 Wall Street, a New York fund that aims for capital gains. It declined 18.41 percent. It also was the worst performing fund for the first half of the year and for the last 12 months as well as for the last five years. Since June 30, 1980, the fund has lost 56.26 percent of its value, according to Lipper Analytical. At the end of March, the fund had assets of \$71.6 million. □

The New York Times

Second-Quarter Mutual Fund Performance

Mutual funds that showed the largest percentage gains and declines in net assets, including dividends, for the second quarter of 1985.

Fund	Investment strategy	Percent change from previous quarter	Percent change from year ago
BEST PERFORMERS			
Twenty-first Century Gift	Irrevocable trust fund	+21.8	+47.2
Fidelity Select Health Portfolio	Health stocks	+19.5	+56.2
New England Series Capital Growth	Growth fund	+17.6	+51.9
Loomis Sayles Capital	Growth fund	+16.4	+39.4
Standard Investment	Growth fund	+15.7	+20.3
Fidelity Select Financial	Regional bank stocks	+15.1	+56.8
Dreyfus Select Emerging Growth	Growth fund	+15.1	n.a.
Fidelity Overseas	International fund	+14.7	n.a.
Brace Fund	Growth fund	+14.3	+38.5
I.B.I. Stock Fund	Growth fund	+13.4	+32.7
WORST PERFORMERS			
44 Wall Street	Capital appreciation	-18.4	-43.1
First Investment Global Response	Natural resources	-15.7	-19.6
United Prospector	Gold fund	-12.9	-28.9
Strategic Investments	Gold fund	-12.8	-33.0
Strategic Capital Gains	Capital appreciation	-12.7	-4.4
United Services Gold Shares	Gold fund	-11.2	-20.4
Strategic Silver	Precious metals fund	-11.1	n.a.
B.G.A.A. Gold	Gold fund	-10.2	n.a.
Franklin Gold Fund	Gold fund	-10.1	-21.8
Hutton Investors Precious Metal	Precious metals fund	-9.9	n.a.
n.a.—not applicable			

Source: Lipper Analytical Services

Funds Cash In on Europe's Rally

PROFILE

Jan Voûte: Making the Most of Trends

By Edward Rohrbach

A S A TOP decision-maker at Robeco Group, the \$4-billion Dutch mutual fund that is the largest outside of the United States, Jan R. Voûte has little trouble winning the attention of investors. "With the amount of commissions Robeco generates, brokers would crawl on their bellies to get his business — even if he never made them," one commented. Mr. Voûte, who spent eight years as director of Robeco's North American equity investments, is widely viewed as the top money manager in Europe to cultivate.

"Tough" was the descriptive term mentioned unanimously by brokers in Europe and the U.S. who have dealt with Mr. Voûte, who now is managing director of Robeco's \$700-million capital-management affiliate, Rotrusco.

"Yes, he's a very tough customer," said another top European money manager. "He's very Dutch."

"He's a little spoiled, too," added a Dutch broker. "Every firm put their best man on Jan Robeco's plumb. He's always been in touch with the very best people in America and Europe. They all rate him very high. His top notch."

One U.S. broker who has done business with Mr. Voûte over the years said he has "a very good feel for markets worldwide and is about as good at investing on Wall Street as any of the top Americans who manage funds." He added that the Dutchman's "tremendous strength is to invest aggressively when the opportunity presents itself."

Mr. Voûte admits to his reputation. "I can be a real pain," he said. "Heading the American desk, I deal with 35 brokers — many more if I'd wanted — and unless someone phoning had a good, new idea I'd cut them short. After a while, my telephone didn't ring all the time."

Or, as a broker in London put it: "Jan is the last chap you call when you have nothing to say. And if you do have something to say, you'd better know all the ins and outs of what you're proposing."

Mr. Voûte tells the story of an American broker whose opening remark at a meeting in his Rotterdam office was to breezily ask, "What's Robeco?" He was shown the door.

But Mr. Voûte, just turned 38, gets the tables turned on him at the remodeled farmhouse on the Rhine where he lives with his wife, Paula, and two teen-aged children. Mrs. Voûte has told her husband that he will be shown the door anytime his weight gets over 100 kilos (about 220 pounds).

Mr. Voûte, who usually vacations with his family hiking or skiing in the Alps, said jokingly that his hobby is watching his wife garden. But a relative calls her the "driving force" in his life.

The two were married while he was still a student earning a bachelor of arts degree in economics at Rotterdam University. He took a part-time job at Robeco when he was 21, and worked his way up the hard way, although his grandmother was a Pierson, from the prestigious Amsterdam banking family, and his father a doctor.

Mr. Voûte's first big job at Robeco, monitoring the mutual fund's Canadian investments, came after only six months. His mother was a Canadian, and he credits his maternal grandmother, who lived to be 100, for being the driving force of his life.

inspiration for his interest in investing. "The only stocks she owned were Canadian Pacific and Bell Canada, but she knew everything about those companies," he recalled.

Mr. Voûte, in contrast to the volatile markets he follows, described himself as "very stable — I've lived at only three addresses in my life."

At Robeco, where he was recently elevated to the level of deputy managing director, he is also known as a forceful advocate of his views. Last summer, for example, he argued strongly against the prevailing consensus that U.S. bank stocks were too risky because of the international debt crisis.

"It was just too widespread an opinion — in the press, in my own office," he said. "I had a gut feeling the fear was already in the stocks."

"I always feel most comfortable when I'm disagreeing with the mainstream opinion," he said, adding that the biggest mistake most investors make is "panicking in a bear market that is bottoming out — that's costly."

Not that Mr. Voûte has never been wrong himself. Like many Europeans and even Robeco, which was hedging its portfolio position, he shorted the dollar heavily in his personal account last year. "It lost me a lot of money," he admitted. He also confesses that he does better for Robeco and his family in the stock market than he does for himself.

"I guess it's because you can lie to yourself and not to others," he laughed. "Investing individuals, we tend to fall in love with stocks."

His strongest suit has been to spot long-term trends. For example, he caught the disinflation wave early, and has ridden it profitably on Wall Street.

"Although as a market theme it's five years old now, I

think disinflation has another 5 to 10 years to run," he said. "It will continue to make financial assets like stocks and bonds attractive."

In emphasizing this so-called top-down approach to investing, he admits to a weakness in picking stocks. "Stories about exciting companies don't interest me that much," he said. "I want to figure out, for example, where interest rates are heading over the longer term."

He says index futures are his favorite personal investment, because they allow him to play the general trend of the stock market. But for individuals who would rather purchase stocks outright, he recommends buying a package of 10 that reflects the overall market — "or buying a Robeco fund," he added.

He also singles out Dutch insurance stocks as a recommended investment. In the group, he mentions Aegon, Nationale-Nederlanden and Amvest.

Mr. Voûte described himself as "positive" about Wall Street, but he says that over the next 12 months European exchanges will offer "far more interesting opportunities, especially with the currency factor, from a total return point of view."

He is looking for the Dow average to climb 10 to 15 percent, lifting it to about 1,450. That is the percentage he thinks the dollar will decline over the coming year. "We are about to enter a period during which all rates in the U.S. will decline below 10 percent," he said.

But it is for only a "relatively short interlude" that Europe looks most attractive to him. "Long term we should go where the action is — the Far East," he asserted.

"Apart from Japan, that includes Hong Kong and Singapore. And who knows five years from now — maybe the Shanghai Stock Exchange."



Jan R. Voûte, overseer of Robeco Group's \$700-million Rotrusco affiliate.

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Another Gauge for Stocks

By Leonard Sloane

MEANTION price-earnings ratio and individual investors usually know that the phrase deals with the relationship between a company's market value and its earnings. Daily newspaper stock tables list this indicator and brokers discuss it regularly with their clients. Dividing a company's share price by its per-share earnings has become a commonly used measurement for assessing the value of a company.

Within the last year or so, however, another ratio has been working its way into investor consciousness. It is the "price-sales ratio," calculated by dividing the price of a stock by its sales per share. Thus, if a corporation has \$100 million in annual sales and five million common shares outstanding, its sales per share are \$20. If its current price is \$15 a share, it has a price-sales ratio of 0.75, determined by dividing the share price, \$15, by the sales per share, \$20.

Proponents of the theory aim to purchase or hold stocks with low price-sales ratios, while shunning or selling those with high ratios. A low price-sales ratio is generally considered to be 0.75 or lower, while a high ratio begins at between 1.5 and 3, depending on the type of company.

Analysts who use this gauge assert that the best-performing stocks will be unpopular shares of good companies, as indicated by the ratio. Low price-sales ratio stocks, they say, are likely to perform well for the investor because any good news is likely to translate into higher prices. In contrast, high price-sales ratio stocks do not perform well because they are too popular and discount too much of their future growth.

But even adherents of the price-sales measurement — sometimes referred to as the market value-to-revenues ratio — acknowledge that it cannot be used in isolation. Moreover, some feel that the formula does not easily distinguish between companies with low and high profit margins, nor apply too well to concerns such as banks and real-estate investment trusts, where continuing sales are not the driving force.

Nevertheless, the concept of measuring prices against sales, rather than earnings, is often useful as a technique for selecting stocks. It can be helpful, for example, in determining the quality of industrial and technology companies and in trying to predict stock-price appreciation over the long term. Since a substantial number of top-performing stocks began their rise when earnings were depressed, the traditional price-earnings ratio analysis would not have indicated their high growth possibility.

"Fundamentally, if you don't have sales, you don't have a business," said Kenneth L. Fisher, a money manager in Burlingame, California who has long advocated the use of price-sales ratios.

Stock Leiter. Low price-sales ratios "are not a sure sign a stock should be bought," he added, but they "can provide a happy hunting ground for further analysis."

Among the other factors that should also be considered in this analysis by users of price-sales ratios are a company's balance sheet, its market share, its management and its debt level. Professionals who utilize these ratios generally believe that they are necessary, but not necessarily sufficient.

Price-sales ratios are particularly effective when investigating companies without current earnings or ones that are growing rapidly. In general, large companies sell at lower price-sales ratios than small ones in the same industry and with similar prospects. And it is common to find that a company with a low price-earnings ratio will have a high price-sales ratio.

Whether the new gauge will eventually become as widely employed as price-earnings ratios remains to be seen. But small investors with a propensity for risk might think about the different ratio as a way to choose stocks that could, over the next three to five years, become much more valuable.

The New York Times

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CHART TALK

The 2d Quarter: Frankfurt and Milan Are Stars

After the blistering pace of the first three months, prices on the world's major stock exchanges rose at more modest rates in the second quarter. Two star performers were Milan, where share prices jumped 22 percent in the last three months, and West Germany, where they rose 21 percent. In both cases, the surge was partly the result of an infusion of U.S. money.

U.S. investors, both institutions and individuals, swarmed abroad this spring on the expectation that a falling dollar would swell the value of their foreign holdings. Although the dollar refused to tumble, neither did it rise. Thus, this was one of the few times recently when dollar-based investors did not see their gains erased by a rising U.S. currency.

In New York, where the Dow Jones industrial average gained 5.4 percent during the quarter, the mood tends toward cautious optimism amid signs that the U.S. economy may be picking up.

"Everything was packed into May," said Hugh A. Johnson, portfolio strategist at First Albany Corp., noting that April and May had seen little overall movement. "If there was a surprise, something that caught the financial markets off guard, it was how aggressive the Federal Reserve was in easing monetary policy," he said.

The easier monetary policy, which took the form of a cut in the discount rate and a strong expansion in the money supply, resulted in lower interest rates.

At the same time, many investors were alarmed at signs of weakness in the economy and the impact that might have on corporate profits. Thus, another sector that did well were the so-called "defensive stocks," such as food and drug companies.

Toronto, by far the biggest of Canada's five exchanges, set a record during the quarter and closed about 3.5 percent above its level at the beginning of the quarter. Weak commodity prices were the principal constraint; like the Australian and South African markets, Canada's dominant equities are in natural resources.

The modest performance there followed a tremendous first quarter, which in turn compensated for a dismal 1984.

As in New York, many of the best performers were utility and financial-services issues, which benefited from lower interest rates. Financial-services stocks jumped an average of 14 percent, while the utility sector rose 10.7 percent. On the other hand, resource issues tumbled. The metals group fell an average of 6.3 percent, gold stocks dropped 3 percent and oils plunged 9 percent.

Among the larger price changes, Dowm Petroleum, after showing some signs of life before its recent equity issue, slid 15.5 percent. The company continues to shed non-essential businesses, and analysts are again recommending the stock. Dowm, which has more than \$5 billion in debt, would benefit from any further declines in interest rates. But like all oil producers, it is vulnerable to falling petroleum prices, analysts say.

Gold mining companies generally declined, with one notable exception: The Las Minerals Group announced that its four constituent companies would merge to create Canada's largest bullion producer, triggering some wild stock gains.

Among financial companies, Canadian Imperial Bank of Commerce had one of the best gains, rising 24 percent during the period. Once the lowest rated of major Canadian banks, Commerce is touted by analysts as a turnaround candidate. Loan losses are declining and the shares trade at a large discount from their breakup value.

Two closed-end funds set up in the first quarter, Growth Investment and Value Investment, had good gains. They invest in blue-chip Canadian stocks and will be liquidated in the early 1990s. Both are trading at substantial discounts from their net asset value, and some analysts say they are a good way to play the Canadian equity market.

An excellent performance in the last three months, on top of an outstanding first quarter, suggests that 1985 will be another vintage year for the Paris Bourse.

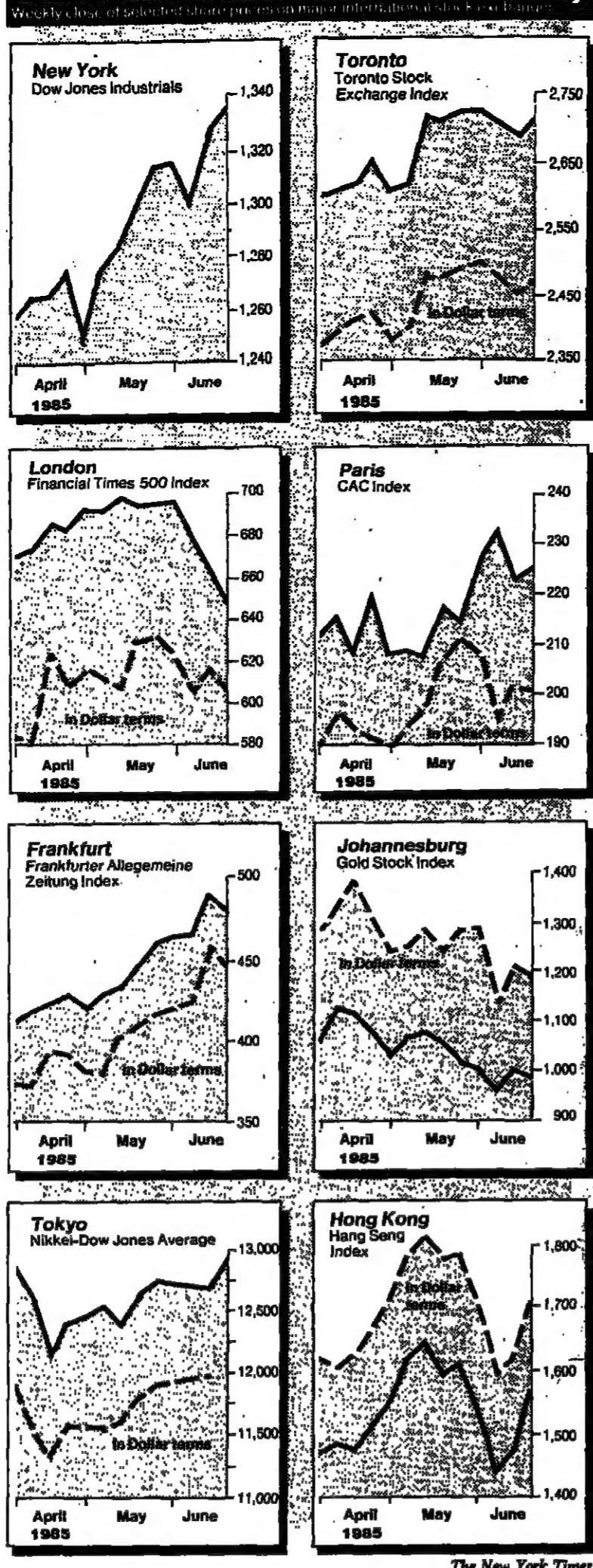
The peak, which was reached on May 31, was almost a third higher than the year's low set at the beginning of January. Observers say some credit must be given to the new investment instruments developed by the bourse. These include Treasury mutual funds, share savings accounts that bring tax advantages to private investors, and participatory shares and investment certificates in nationalized companies, which give buyers a profit-related dividend but no voting rights.

In London, last year's lackluster performance continued. In the second quarter, it was the worst performer among the major markets around the world, losing about 3 percent of its value. The pound's rise was one reason for hesitancy in the market, analysts say. They worry that British exporters will find it more difficult to compete abroad with the more valuable pound, while their earnings in foreign currencies will translate into smaller sterling profits.

Another reason for the market's drop, which came in June after a small rise earlier in the quarter, was a delayed concern about the level of Britain's interest rates, which are about four percentage points higher than U.S. levels.

Amsterdam has also slowed from its pace early in the year. Stock prices rose about 3.4 percent in the second quarter, and remain modestly below their 1985 peak. But analysts were cheered by first-quarter corporate profits, which grew an average of 30 percent, and they say that reduced labor pressures and a restructuring of Dutch industry should leave the market in a good position. That may not be true of some of the

Second-Quarter Activity on Major Stock Markets



The New York Times

best known companies, however, whose profits and stock performance have been mixed.

The Tokyo stock market also had a disappointing quarter. Although the Nikkei-Dow Jones average rose 2.3 percent in the quarter, to a record, most of the growth was in little-known issues that foreigners rarely buy.

The ebullience of the first quarter lasted only until April 3, when the index tumbled after setting a record. Two weeks later, on April 16, the index plunged 345.45 points, the largest one-day drop in its history. Since then, many stocks have edged higher, but the best-known issues continue to be haunted by concerns about trade protectionism in the United States and Europe, as well as doubts about economic prospects there.

The Milan stock market remains the toast of international investors. Stock prices rose 22 percent in the last three months alone, and are up about 45 percent — in dollar terms as well as in local currency — since the start of the year. Optimism about the economy, a sense that the government is in control, and restructuring of labor and industry have helped boost stock prices, analysts say.

The New York Times

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N. American	\$ 1,17	0.50
Japan	\$ 1,39	0.60
Pacific Basin	\$ 1,25	0.67
Intl. Growth	\$ 1,15	0.40
British	\$ 1,23	2.00
Swing Gtr.	\$ 1,07	10.50
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Continuing Confidence in June

Market Scoreboard

Stocks on the New York, London and Tokyo exchanges that showed the largest percentage gains and losses in June.

	Percent Gain	June 28 Price		Percent Loss	June 28 Price
New York Stock Exchange:					
Compiled by Media General Financial Services. Prices in dollars.					
American Hospital	30	41.00	Norlin	30	10.00
Sun Electric	24	11.13	Ideal Basic	24	11.63
CNW Corp.	23	21.25	Katy Industries	24	17.75
Wiesboldt Stores	23	11.50	Home Depot	20	13.25
Imperial Corp.	22	17.75	Cooper Tire	20	15.38
Deyco Corp.	22	18.88	Lear Petroleum	19	13.38
Cincinnati G&E	22	18.25	Philips Dodge	18	17.00
Munsingwear	22	14.00	General Datacom	18	12.38
General Host	22	16.88	Armstrong Rubber	17	15.75
Harcourt Brace	21	68.88	Control Data	17	25.88
American Stock Exchange:					
Downey Stl.	55	23.00	Lynch Communication	30	24.38
Diamond Bathurst	41	24.75	Materials Research	23	11.75
Sterling Software	40	10.50	Alta Corp.	19	21.00
Western Health Plans	37	22.75	Bow Valley	19	10.25
Crowley, Milner & Co.	32	47.00	Crown Central	19	12.50
Over the Counter:					
BankNorth Group	47	23.50	Paul Harris Stores	46	11.88
TRC Cos.	44	14.00	Western Tele-Commun	40	13.13
Institutron East	44	11.13	Merchants National	31	36.50
Possis Corp.	41	19.00	Mentor	28	13.50
Hypnex	40	11.00	Electro Catheter	21	18.25
London Stock Exchange:					
Compiled by Capital International. Prices in pence					
Schroders	9	823	BSR International	42	51
Allied Lyons	8	217	Recal Electronics	24	144
Midland Bank	8	374	Thorn-EMI	23	357
Metal Box	8	446	Hanson Trust	22	180
Mercury Securities	5	423	Standard Telephone	21	134
Unigate	4	170	United Scientific	20	180
BAT Industries	4	316	English China Clays	19	218
Booker McConnell	3	499	Beecham Group	17	318
International Thomson	2	296	Lasmo	17	240
Distillers	2	296	Heworth Ceramic	17	120
Tokyo Stock Exchange:					
Compiled by Capital International. Prices in yen					
Nichii	26	925	Sankyo Steamship	19	81
All Nippon Airways	25	685	Kureha Chemical	17	888
Oriental Finance	24	880	Asahi Chemical	17	919
Fujita Tourist	23	1,100	Nippon Kogaku	14	1,150
Taiho Marine and Fire	20	585	Fuji Electric	13	349
Nippon Fire and Marine	20	495	Hitachi Cable	13	610
Toyo Seikan	18	1,180	Toyo Electron	12	3,000
Nippon Credit Bank	18	5,880	Japan Catalytic	11	450
Yasuda Fire and Marine	17	600	Setsu Paperboard	11	800
Sumitomo Trust	15	1,180	Sankyo Co.	11	1,230

Total Return for 12 Months

Total return measures both the changes in the prices of securities and the income they provide, either in dividends or interest. Gains and losses were measured by comparing market indexes with their levels a year earlier. The chart does not take into account taxes or inflation.

The London exchange dropped

4 percent in June, due largely to continuing concerns about the British economy. The Financial Times Index closed June 28 at 595.54, off 38.62 points from May 31. The market responded negatively to numerous demands for large amounts of cash by institutions, and the failure of many corporations to reach earnings expectations, especially in the

THE BOURSES

Going Short: A Look at 2 Stocks Stalked by Bears

By John C. Boland

THE U.S. stock market's relative strength over the last year has pained short sellers, those speculators who sell borrowed stock hoping to buy it back later at a lower price and with a profit. As prices have risen, losses have widened for these bears.

Some of the "shorts" have scrambled to close out positions, while others have hung on doggedly, praying for a break in prices. But if prices stay firm, or head up, a classic squeeze may develop. As short sellers rush to close their losing and dangerous positions, they're buying high prices, making escape even more costly.

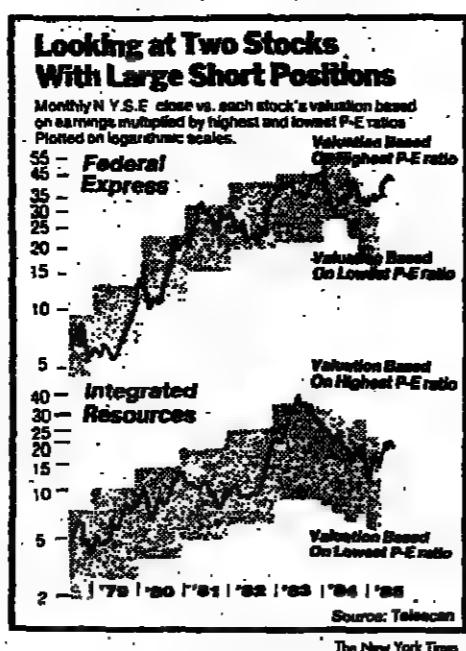
Indeed, that happened in the fall of 1978 in the gaming stocks. A squeeze on short sellers in Resorts International led to a spectacular blow-off, driving the company's stock price from about \$20 to \$210 in only a few months.

Professional short sellers specialize in spotting a company's deteriorating finances or eroding margins. The real daredevils also look for "rigged" stocks, typically over-the-counter issues supported not by corporate fundamentals (there may none to speak of) but by one or more brokerage houses with pockets of discretionary money.

Among stocks on which there are strong bearish views now — backed by big short positions — are Federal Express and Integrated Resources.

The contest between bulls and bears on Federal Express has the potential for drama because the stock remains an institutional darling. But Federal's earnings, faltered in the past year, would have smashed many a growth stock.

After years of steady gains, the package and document carrier is on the verge of reporting its fourth straight quarter of lower profits. For the fiscal year through May 31, Federal Express probably cleared no more than \$1.35 a share, versus \$2.52 a year earlier. Yet the stock recently has been rivaling its 52-week high of \$45.375, more than 30-times earnings and almost 3-times its book value.



The recent price is not too far shy of the stock's 1983 record high of \$48.

The problems at Federal Express include lower margins in its basic express package business, rising competition and an expensive start-up of a Zap mail facsimile-transmission system.

James Chanos, an analyst with Deutsche Bank Capital, a New York subsidiary of the West German bank, is probably the best-known short seller of Federal. "We think Federal is a fine company," he said last week, "but the stock is ahead of itself given the problems. United Parcel Service will be a formidable competitor in the overnight letter business."

While UPS lacks Federal Express's advanced package-tracking capabilities, Mr. Chanos noted, the carrier already has a fleet of trucks and vans, the biggest hurdle to market entry.

As for Zap mail, Mr. Chanos argues that it is too early to know whether the on-site transmission service will succeed. "But they're sinking a lot of dollars into it, and it's getting to the point where it had better be a success."

But many fund managers and analysts accept the company's view that the growing pains with Zap mail and the lower profitability of the overnight express business will prove temporary.

"In the priority package market, Federal competes with Airborne, Emery and Purolator," noted Alfred H. Noring, an analyst at Kidder, Peabody & Co. "This part of the market is very service sensitive, and Federal sets the standard with 10:30 A.M. delivery. Federal has a 70-percent market share, and it's increasing." While margins have shrunk, Mr. Noring agreed, much of that was due to heavy capital expenditures, which he believes have peaked.

With two major expansions behind it, according to bulls, Federal should begin reaping higher profits from the additional package volume it has picked up. Mr. Noring, for one, does not see margins returning to the 15-percent pre-tax levels of the late 1970's, but does expect recovery to the levels of two years ago. He is projecting a sharp earnings rebound, appearing in the latter part of the new fiscal year, which will lift Federal's net to \$3.25 a share in the fiscal year 1986 and \$4.50 in fiscal 1987.

The other favorite of the shorts, Integrated Resources, was trading last week around \$20, versus a 52-week peak of \$26.125, which was set in the spring, as Saul Steinberg's Reliance Financial Services announced a sizable position in Integrated. Nearly 12 percent of the common stock has been "shorted," some by investors who doubt the soundness of the diversified financial service company's earnings.

As a major seller of tax-sheltered real-estate partnerships, the company suffered under the 1984 Tax Act and stands to take another blow if the administration's 1985 tax proposals become law. Earnings slumped last year to \$2.84 a share from \$3.57, and management has warned that 1985 could see a still lower net. The first quarter brought a loss of 74 cents a share, versus a 13-cent loss a year earlier.

Then there are questions about the quality of

existing earnings. Integrated's reported income from real-estate transactions is not all cash, but rather an accounting entry that claims the present value of rental payments stretching years into the future. While that practice squares with accepted accounting rules, it does not make the earnings bankable.

Meanwhile, debt is heavy, and common stock earnings must come after preferred dividends that last year ate up \$40.6 million, or 9 percent, of Integrated's net income. Then, too, Integrated's 21 top officers last year collected \$18.6 million in salary, general partnership compensation and bonuses. That cut off the \$17.2 million available to common share earnings.

Mr. Steinberg may also have something to do with the stock's staying power. "The theory is that Saul Steinberg must see something," said a short-seller, who also asked not to be named. He added that Integrated recently bought a number of motels for syndication from another of Mr. Steinberg's companies. Integrated said the "two events were completely separate."

On the bullish side, the company has been buying in its common stock aggressively, shrinking its outstanding shares from 7.9 million at the end of 1983 to 5.5 million in March 1985. In 1984, it exchanged a straight preferred stock to retire 1.8 million shares of preferred that could be converted into common. Thus, if earnings stage a rebound, they will be figured against a much smaller base of common stock than in 1983.

Some short sellers question the quality of the real-estate assets backing \$620 million in contingent liabilities carried off Integrated's balance sheet. That sum, for guarantees on limited partnerships, is equivalent to more than \$112 a common share. The shorts say that a jolt in the real-estate market could be a severe blow. "It's bearish on commercial real estate," said one short seller. "This is one way to short office buildings."

But Selig A. Zises, Integrated's chairman, countered: "Our asset quality is tremendous, probably as good as any company's." And Anne McDermott, who follows Integrated for Moody's, concurred: "The asset quality is very good."

The New York Times

A Strengthening Swiss Economy Underpins Zurich's Rally

By David Timin

AFTER more than a decade of relatively uninspired performance, the Zurich Stock Exchange appears to be shaking off its reputation as the world's dullest market. The Swiss Bank Corp. index of all Swiss shares closed at 499.1 on Friday, up almost 23 percent since the start of the year. And many analysts expect the index to step across the 500 mark this week.

The prolonged rally has already placed Zurich's performance far ahead of markets in New York, London and Tokyo, and has earned Swiss stocks a degree of attention in international investment circles that is usually reserved for equities traded on such medium-size exchanges as Amsterdam, Frankfurt and Hong Kong.

More important to investors, however, is the prevailing sense among analysts in Switzerland that the upward momentum will continue. Their confidence

analysts say, stems from the fact that the market rally is essentially based on sound domestic fundamentals and does not depend on huge inflows of foreign investment or feverish local speculation. "The market reflects the renewed strength of the Swiss economy," said Robert Bischoff, chief trader at Swiss Bank Corp.

Indeed, the Swiss economy is showing signs of renewed vigor, thanks in part to a weakening of the Swiss franc, which has boosted exports. Phillips & Drew, the London brokerage, expects Switzerland's trade deficit this year to narrow to 7.5 billion Swiss francs (\$2.95 billion) from 8.1 billion francs in 1984.

Although that would represent only a slight improvement, expanded sales overseas have already produced benefits for Swiss industry, especially in the vital areas of machine tools and watches. Some companies have returned to profitability, while others have been able to resume or increase dividends to shareholders. Phillips & Drew expects a 15-percent increase in Swiss corporate profits this year and another 10-percent rise in 1986.

Some analysts say the improved earnings picture has not yet been fully recognized by the market and that Swiss stocks are still undervalued. The average price/earning multiple is about 8, compared with almost 11 in New York and 14.5 in Frankfurt. Consequently, even some of the most attractive shares are still trading at low multiples. For example, analysts point out that Nestle is trading at multiples of between 6 and 10, depending on the category of stock, while Ciba Geigy stands at 12.

In addition to economic fundamentals, the Zurich market has also been helped by the continued prosperity of Swiss banks. The banks' profit picture began improving in 1984, and many have begun distributing higher dividends to shareholders this year. Not surprisingly, the market is particularly fond of the Big Three Swiss banks — Union Bank, Swiss Bank Corp. and Credit Suisse — which are outperforming the market. The insurance sector has also been a market leader. Swiss Reinsurance, Winterthur and Zurich Insurance are currently among

the leaders, analysts said.

Some lesser known Swiss stocks are also seen by analysts as having good potential. They include Biber Holding, a paper producer; Zürcher Ziegelteufen, a major housing developer; and Autopion, a maker of communications equipment.

How long the bull market will last is uncertain. Some analysts say share prices could be pushed even higher if foreign investors decide to participate in the rally. Zurich brokers report a growing interest among foreign investors, both individual and institutional. In addition to Zurich's market performance, they say investors are also attracted to Swiss stocks as a hedge against a further decline in the dollar.

Nicholas J. Baer, president of the Zurich exchange, points out that the total capitalization of the market is only about 3 percent of the New York Stock Exchange. Therefore, even relatively small sums of foreign investment could lever the market to new heights, he says.

SOMETHING DIFFERENT

A Vibrant Market for 'Art of the West'

By Betty A. Marton

IN just over a decade, cowboys and Indians have become big business in the world of American art. Although "cowboy art," or, as it is more formally known, "art of the West," is not widely collected outside the United States, a strong domestic following has driven prices sharply higher in recent years.

Not too long ago, the vibrant, idealistic scenes of the Old West were dismissed by many experts as insignificant works, hardly worth a look by serious collectors. This disdain can partly be explained by the art form's humble beginnings — it first gained prominence at the turn of the century as illustrations in Collier's, Harper's and Scribner's magazines.

Since then, the reality of the marketplace has considerably softened critical opinion. Demand for paintings and sculpture depicting Western scenes began growing in the 1960's as new oil money from Western states poured into galleries featuring Western artists. Indeed, to this day, the bulk of public and private collections of cowboy art are housed west of the Mississippi.

Prices were spurred to new heights by the rapid inflation of the late 1970's. In 1979, an oil by Frederic Remington, perhaps the best known chronicler of Western life in the second half of the 19th-century, became the first of its genre to break the \$1-million mark. More recently, works by Remington reportedly have sold for more than \$3 million.

According to Michael Frost, an owner of the J.N. Bartfield Galleries in New York, which sold that landmark painting, today's \$1-million Remington, or a comparable work by his fellow classic artist, Charles Russell, would have sold for \$35,000 to \$50,000 just 20 years ago. The best paintings by other classic Western artists from the turn of the century, such as Frank Tenney Johnson, Olaf Seltzer and Edward Borein, can today command over \$500,000.

And Henry Farny, known for his gouache paintings of Indians moving against raw and powerful landscapes, is "one of the most expensive artists per square inch," Mr. Frost says. A Farny gouache can sell today for \$500,000, twice what it would fetch in 1975.

Demand has also grown apace for the cast bronze sculpture coming to the era: Works by Remington or A.P. Proctor have more than tripled in price since 1975.



'Two Champs'
This statue by Harry Jackson brought \$17,050 at a Sotheby's auction.

Although current prices have leveled off or, in some cases, fallen, the market for Western art remains lively. In auctions last spring at Sotheby's and Christie's, the two largest international auction houses, prices paid for Western art achieved and in many cases exceeded their estimated worth.

Jay Cantor, director of American Painting at Christie's, estimates that about half of every 100 American paintings sold for prices in excess of \$300,000 have Western subjects.

Despite such popularity, however, Western art remains a tricky market for collectors. In general, experts say a painting that depicts a cowboy or an Indian in a Western scene will fetch a higher price than a landscape. But they caution that many buyers are sticklers for

accuracy, from the breed of horse a rancher could be riding to the kinds of beads and feathers on an Indian costume. Similar criteria are applied to sculpture. According to experts, this dimension of Western art stems in part from its journalistic origins.

"It's a very complicated, very literal market," acknowledged Mr. Cantor. "Some buyers look for a Plains Indian as opposed to a Sioux or a Comanche. There's a great deal of regional appeal."

More difficult for investors to determine are such artistic determinants as style, technique and medium, and the relative quality of works by the same artist.

Individuals may have to depend on an expert or track recent auction performances of works by a particular artist to gauge the potential for appreciation.

There are many schools of artists who fall into the Western-art category. Romanticists, such as Albert Bierstadt and Thomas Moran, departed from peoples and pictorial realism to paint expansive, intangible panoramas of subjects like Yosemite National Park or Great Plains plateaus. Major works by these and earlier 19th-century artists, including Alfred Jacob Miller and George Catlin, sell for up to \$600,000. A small, early Moran watercolor sold at Christie's last auction for \$120,000.

Not surprisingly, the market for Western art has been matched by a growing number of "Western" artists. There are an estimated 5,000 contemporary Western artists working today.

From their still evolving ranks, an elite few can command prices of \$100,000 and more. They include William Acheff, known for his photorealistic still lifes of period artifacts, and Tom Lovell, who paints of Western scenes based on extensive research. And artists such as Howard Terpning, John Clymer and Frank McCarthy capture on canvas today's still rugged world of cowboy camps and oil rigs.

There appears to be some confusion as to the sources of the dollar's current strength. The significance of interest rate differentials has perhaps been over-emphasized.

The Bank's international commitment rests on a century-

There can be no doubt that

the anticipated value of the U.S. dollar is a key factor in any international investment strategy today. The big question is: Where will the dollar go from here?

The press is not necessarily

the best place to look for an

answer. And judging from past

predictions one could almost

say that when experts are

unanimous about future dollar

exchange rate trends, it is not

unlikely that the currency will

move in precisely the opposite

direction.

old tradition based on the con-

viction that excellence of service

is the foundation for a lasting

business relationship with the

client.

A number of important short-term factors, as well as certain seasonal trends, underscore the fact that although there are undeniably a few dark clouds on the dollar's horizon, they are not without their silver linings.

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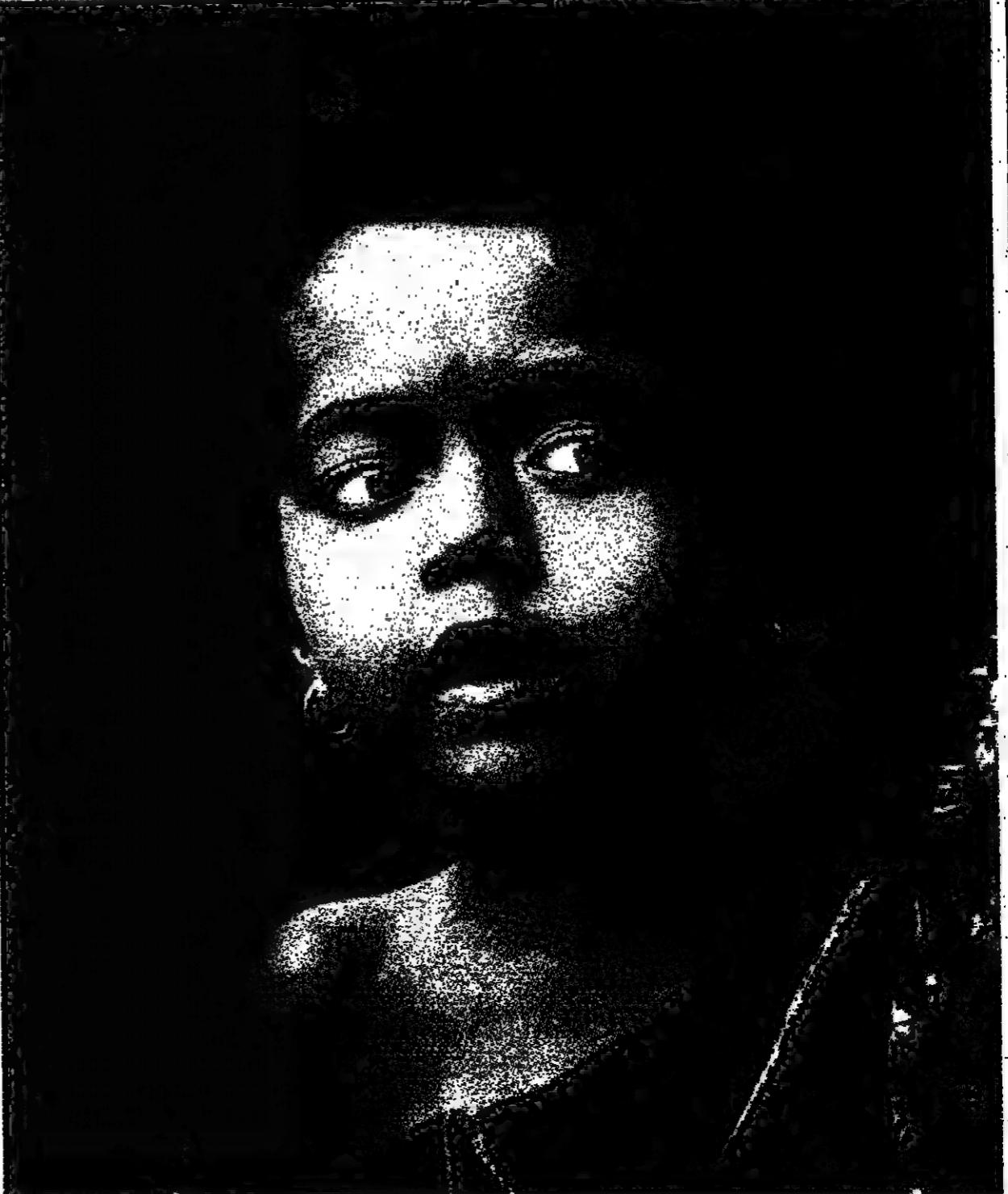
**FOREIGN TARGETED BONDS OF THE
TREASURY AND OF ITS AGENCIES**

Chicago Exchange Options

Figures as of close of trading Friday.

Explanation of Symbols

Canadian Dollar	SDR	Special Drawing Rights
European Currency Unit	Y	Yen
European Unit of Account	LEFR	Luxembourg Franc
Pound Sterling	SFR	Swiss Franc
Deutsche Mark	FF	French Franc



A CHILDREN'S REVOLUTION: 'In the last twelve months, world-wide support has been gathering behind the idea of a revolution which could save the lives of up to seven million children each year and protect the health and growth of many millions more.'—*The State of the World's Children* report 1984 (UNICEF)

Photograph: Claude Swinnerton

JPY/150/150

Herald Tribune BUSINESS/FINANCE

MONDAY, JULY 8, 1985

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EUROBONDS

Interest Rate Optimism Benefits Bond Market

By KENNETH N. GILPIN
International Herald Tribune

NEW YORK — New evidence of additional softness in the U.S. economy has prompted participants in the Eurocurrency markets to predict that the current decline in interest rates has not yet run its course, and that yield levels, which have declined significantly in recent months, may fall further.

"The key question at the moment is whether or not there will be further declines in American interest rates," said Graham Bishop, a vice president and economist at Salomon Brothers International in London.

Sentiment that U.S. interest rates may indeed ease a bit more was strengthened by a report from the Labor Department on Friday containing evidence of continued weakness among American manufacturers. The report, which triggered a rally in both New York and London after its release, came just days before members of the Federal Reserve Board's Open Market Committee are scheduled to meet in Washington.

A cut in the Fed's discount rate from 7½ percent following that meeting, an event traders on both sides of the Atlantic had thought unlikely a few days ago, suddenly appears more plausible.

In its report, the Labor Department said that 45,000 factory jobs were lost during the month of June, a figure that brings the total number of manufacturing jobs lost since January to 220,000.

"The signs from New York are basically positive for the credit markets, and I think we could see some more supply next week," said John W. Murphy, syndicate manager for Bankers Trust Co. in London.

Signs from Vienna that the Organization of Petroleum Exporting Countries might not be able to prevent a \$1- to \$2 decline in the price of Saudi crude, to about \$25 a barrel, reinforced the view favoring lower interest rates.

"OPEC is looking like they are trying to get away from the meeting with no cut in the oil price," said Mr. Bishop of Salomon Brothers. "We don't think that will happen."

JOAN Beck, executive director of the new-issue department at Credit Suisse First Boston, said that "if there is a break in oil prices or more negative news on the American economy, we could see yields on five-year issues for high quality borrowers drop as low as 9½ percent. But we are not there yet."

The optimistic tone that emerged on Friday capped what had been a generally quiet, holiday-filled week in the Eurobond market.

The second week of Wimbledon, the Fourth of July holiday, and the Bruce Springsteen concert have kept things pretty slow, one trader commented.

A number of sizeable issues were priced, however, and in spite of the decline in yields a few syndication managers said that some investors were showing resistance to issues carrying coupons of less than 10 percent.

Most notable among those issues was the early response to a \$150-million offering on Thursday from Metropolitan Life Insurance Co., the second-largest insurance company in the United States.

The 7-year issue, which carries a coupon of 9½ percent, was launched by investment bankers at Credit Suisse First Boston. The offering was priced at par and carries a Triple-A rating, but by the end of the week it had shumped to a price of 97.25.

Better-known borrowers in the Eurodollar straight market had more success, including the European Community, the World Bank and Swiss Bank Corp., all of whom priced offerings last week.

Bankers Trust led the \$350-million, 4-year-11-month EC offering, which carries a 9¾-percent coupon and was priced at 99.75. By the end of the week the issue had closed at a price of 98.45.

The World Bank's offering of \$300-million worth of 10-year, 10½-percent bonds was well received, according to traders.

(Continued on Page 15, Col. 1)

Last Week's Markets

All figures are as of close of trading Friday

Stock Indexes

United States

London

Paris

Hong Kong

Japan

West Germany

Dollar

Gold

Money Rates

United States

London

Paris

Hong Kong

Japan

West Germany

Dollar

Gold

Currency Rates

Cross Rates

Other Dollar Values

U.S. Dollars

French Francs

German Marks

Italian Lira

British Pounds

Swiss Francs

Canadian Dollars

Japanese Yen

Irish Pounds

Denmark Krone

Egyptian Pounds

Swiss Francs

French Francs

German Marks

Italian Lira

British Pounds

Swiss Francs

Canadian Dollars

Japanese Yen

Irish Pounds

Denmark Krone

Egyptian Pounds

Swiss Francs

French Francs

German Marks

Italian Lira

British Pounds

Swiss Francs

Canadian Dollars

Japanese Yen

Irish Pounds

Denmark Krone

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Japanese Yen

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German Marks

Italian Lira

British Pounds

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Japanese Yen

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French Francs

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Italian Lira

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Egyptian Pounds

Swiss Francs

French Francs

German Marks

Italian Lira

British Pounds

Swiss Francs

Canadian Dollars

Japanese Yen

Irish Pounds

Denmark Krone

Egyptian Pounds

Swiss Francs

New Eurobond Issues

Compiled by Nicole Baruch

Issuer	Amount (millions)	Mot.	Coupo- n %	Price and week	Terms
FLOATING RATE NOTES					
BAN	\$100	1997	14	100	—
Banco di Napoli Int'l	\$150	1997	1/16	100	99.50
Bergen Bank	\$75	1997	14	100	99.15
Korea Exchange Bank	\$150	1995	14	100	99.88
Yokohama Asia	\$100	1997	16	100	99.10
FIXED-COUPON					
Associated Corp. of North America	\$100	1992	10%	100	98.12
Chugoku Electric Power	\$50	1992	10	101	99.25
Citicorp	\$200	1995	10%	100	98.12
European Community	\$350	1990	9%	99.45	98.45
Kyowa Finance	\$100	1992	10%	100	98.75
Met Life Funding	\$150	1992	9%	100	97.25
SBC Finance	\$100	1995	10	100	99.32
State Bank of South Australia	\$100	1992	10%	100	98.88
WestLB Finance N.Y.	\$100	1992	10%	100	98.00
World Bank	\$300	1995	10%	99%	98.38
Export Development Corp.	Dm150	1993	7%	100	—
World Bank	Dm600	1995	7	99%	—
CCF	ECU85	1995	9%	100	99.62
Dai-ichi Kanku	ECU40	1992	8%	100%	—
SAS	ECU100	1995	9	100	98.87
Walt Disney Productions	ECU80	1995	9%	100%	100.63
United Technologies Corp.	Df100	1990	7	100	—
ANZ Banking Group	Aus\$70	1990	12%	100%	—
Cooperative Bulk Handling	Aus\$25	1992	13%	100	—
CRA Finance	Aus\$50	1991	13%	100%	—
New South Wales Treasury Corp.	Aus\$75	1992	12%	100%	—
SBC Australia	Aus\$14	1990	12%	100	—
South Australian Government Financing Authority	Aus\$50	1991	12%	100%	—
Toronto Dominion Bank	Nz\$60	1988	16%	100	—
EQUITY-LINKED					
Mitsubishi Bank	\$100	2000	open	100	107.00
Sumitomo Bank	\$120	2000	open	100	107.25
Trio-Kenwood	\$35	1995	3/4	100	97.00
Compagnie Générale des Etablissements Michelin	Fr500	2000	open	100	—

Bonds Rally on Interest Rate Hopes

(Continued from Page 13)

bonds, which were offered at a price of 99.50, finished the week at 98.38.

Investor demand for the \$100-million Swiss Bank Corp. offering also was strong.

The 10-year bonds, which were priced at par, carry a 10-percent coupon. They finished the week at a price of 99.32.

Dealers said that two ECU-denominated issues were well received, as were a number of offerings from various Australian entities, who have been tapping the Euromarkets heavily in recent months.

Wait Disney Productions and Scandinavian Air Lines were the two ECU issuers last week.

Of the two, the more successful

was the \$8-million ECU offering from Walt Disney. The 10-year issue, which carries a 9%-percent coupon, was priced at par and by the end of the week was trading at a premium of 100.63. Goldman Sachs acted as lead manager for the underwriting.

The 100-million ECU offering from SAS was priced at par and carries a coupon of 9 percent. The issue, which was launched by Crédit Lyonnais, closed the week at a price of 98.87.

Five major floating-rate issues were priced in the market last week, including a \$100-million note of offering from the Banque Arabe et Internationale d'Investissement.

The issue, which matures in 1997, carries a coupon of 4%-percent over the six-month London interbank rate and was priced at par. The notes are callable at par after 1988, and redeemable at par after 1992 and 1995.

The Euro-Aussie market is still a very retail-oriented market," said Mr. Murphy at Bankers Trust. "The currency is stable and the coupons are high. It is a very interesting niche market."

Bond Prices Up on Labor Figures

By Robert A. Bennett

New York Times Service

NEW YORK — U.S. government figures showing weakness in the U.S. labor market and an unexpected rise in the money supply fueled a rally in the bond market, but some analysts said the full impact will not be felt until this week.

The Federal Reserve System reported Friday that the money supply increased by \$2.6 billion in the week ended June 24, an increase well above market expectations.

But the credit markets gave more credence to the U.S. employment statistics reported earlier Friday, and, despite a late-afternoon dip, bond prices closed a point and a half higher than on Wednesday, the previous trading day.

Stocks also responded favorably to the employment data, in the hope that interest rates would fall.

Some economists said that the markets had not yet fully reacted. Maria F. Ramirez, first vice president and money market economist at Drexel Burnham, attributed the

yield to create jobs. That usually causes interest rates to decline.

But because of the recent rapid growth in the money supply, underscored by Friday's report, analysts said that the Fed would be restrained in creating money. This restraint stems from the widespread belief that rapid increases in the money supply cause inflation.

Several economists predicted Friday that the Federal Reserve would take a neutral role in setting monetary policy, not trying to push interest rates in either direction.

"From now on, credit demand, not Fed policy, will determine the direction of interest rates," said Irwin L. Kellmer, chief economist of the Manufacturers Hanover Trust Co.

In contrast to the \$2.6-billion increase reported Friday in the M-1 — the measure of the money supply that consists of checking accounts in banks and savings institutions and currency in the hands of the public — most market analysts had been expecting anywhere from no change to an increase of \$1 billion.

Despite the late-afternoon downturn, the government's bellwether 30-year bond closed at a price of 108 29/32, still a point and a half above Wednesday's close. The markets were closed Thursday because of the Fourth of July holiday in the United States. The yield on the bond closed at 10.27 percent, down from 10.55 percent on Wednesday.

The yield on three-month government bills remained unchanged from earlier levels at 6.76 percent; the six-month bill at 6.81 percent, and the one-year bill at 6.91 percent. All were down about a quarter of a percentage point from Wednesday's close.

Jeffries & Co., a brokerage firm that specializes in over-the-counter trades, handled the transaction on Friday. The stock was purchased at \$45 a share, which was about \$1.75 a share above the market price at the time.

Mr. Posner also agreed that he

and his companies would refrain for 10 years from acquiring any common stock in Johnson Controls, based in Milwaukee. Mr. Posner controls many companies, including Sharon Steel Corp. and Evans Products Co., both of which have recently reported financial difficulties.

The price of Johnson Controls' stock on Friday rose 75 cents, to \$44, on the New York Stock Exchange. The company said it planned to retire the repurchased shares, and analysts said this had caused the rise in the stock price.

Phillips Fights to Contain Gradual Sinking of North Sea Rigs

By Barnaby J. Feder
New York Times Service

STAVANGER, Norway — Last November, just before executives at the Oklahoma headquarters of Phillips Petroleum Co. became preoccupied with fighting off a takeover attempt led by T. Boone Pickens, they got some bad news from company officials responsible for operating the Ekofisk field in the North Sea southwest of here.

Ekofisk Center, the 250,000-ton concrete platform that is nearly twice as tall as the Statue of Liberty, is the operational heart of the field, seemed to be sinking. Further investigation confirmed that the seabed was subsiding as the reservoir below it were depleted, pulling the center and nearby platforms ever closer to the predicted reach of fresh waves.

Subsidence is a common problem for oil companies exploiting shallow fields, but nothing had pre-

pared Phillips and its partners for such a development at Ekofisk, where oil and gas is produced from two reservoirs nearly two miles (3.2 kilometers) deep.

No one knows what the final cost of handling Ekofisk's subsidence problems will be, or exactly what alterations to production the solutions might entail. That is making all industry analysts, Ekofisk customers, and the Norwegian government nervous.

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Phillips, which owns 37 percent of Ekofisk, is already committed to safety investments in the platforms that will cost \$150 million by the end of 1986. These include fitting rounded surfaces to exposed I-

beams, which could reduce the force of waves hitting them by 50 percent, and moving equipment and controls to upper decks on the platforms where the problem is most pressing.

A different tack is being studied by Norsk Hydro AS, a 6.7-percent partner in the field, which believes that may seek to renegotiate its gas delivery commitment if the rate of production must be slowed or gas used for reinjection to maintain pressure in the reservoirs.

Phillips hopes that water and gas injections programs intended to keep pressure up in order to allow more gas and oil to be recovered will also stop the subsidence. But the \$1.5-billion water injection project under construction will not be completed until 1987 and gas injection, which is considered technically more appropriate for the upper reservoir, could force a reduction in sales.

Sales might also be affected by a reduction of output to slow the rate

at which the reservoir is being drained until the injection plans are ready.

Ekofisk Center has sunk about 8 feet and the platforms further from the center of the field somewhat less. All are still estimated to be safe from a wave that is statistically likely once in a century — the general design standard used offshore — but the margin is uncomfortably slim.

To calculate the rate of subsidence, Phillips is using models developed by Royal Dutch/Shell Group for its Groningen gas fields in the Netherlands, a variety of sophisticated sensors, and Total Marine (4 percent).

Also concerned are companies that have planned to rely on Ekofisk as the center of a pipeline transportation network delivering North Sea oil and gas to Teeside, England, and gas to Endesa, Spain. "Greater Ekofisk" includes several fields with a total of 28 platforms, four times the number on Ekofisk itself. Fields further north, including Heimdal and Statfjord, have just been tied to Ekofisk via Norpipe, a 50-50 joint venture between Phillips and Statoil, Norway's state oil company, that is to come on stream this autumn.

The Norwegian government is sponsoring independent studies of the problem through its Oil Directorate in Stavanger. Ekofisk accounts for half of Norway's oil and gas production, even though production peaked in 1980. It provided the government with \$2.3 billion in revenues last year.

That tax load reflects marginal taxes of over 85 percent. For Phillips, the figure means that a similar percentage of the cost of managing Ekofisk's subsidence problem will actually be borne by the government.

WORLD FUND

Société Anonyme

Registered Office: 2, boulevard Royal-Luxembourg

R.C. Luxembourg B-21510

Shareholders are hereby convened to the

ANNUAL GENERAL MEETING

of shareholders of WORLD FUND S.A., to be held at the head office of Banque Internationale à Luxembourg, S.A., 2 Boulevard Royal, Luxembourg, on July 26th, 1985 at 11:00 a.m. with the following agenda:

- Submission of the reports of the Board of Directors and of the Statutory Auditor;
- Approval of the Balance Sheet and of the Profit and Loss Statement as at April 30, 1985; appropriation of the profits;
- Discharge of the Directors and of the Statutory Auditor;
- Ratification of the cooptation of a director;
- Receipt of and action on nomination of the Directors and of the Statutory Auditor.

6. Miscellaneous

The shareholders are advised that no quorum is required for the items of the agenda, that a simple majority of the shares present or represented at the meeting with the restriction that no shareholder, neither by himself nor by proxy, may vote for a number of shares in excess of one fifth of the outstanding shares or two fifths of the shares present or represented at the meeting.

In order to attend the meeting of July 26th, 1985 the owners of bearer shares will have to deposit their shares five clear days before the meeting at the registered office of the Company or with the following banks:

— Banque Internationale à Luxembourg S.A.

— Leopold Oderer

— Luxembourg

— Leopold Oderer & Cie

— 11, rue de la Cornetterie

CH-1204 GENÈVE

THE BOARD OF DIRECTORS

Highlights of our results for 1984...

In an environment characterized by a drop in inflation and interest rates, Crédit Lyonnais maintained a satisfactory level of activity and achieved good results. Assets rose by 19.3% and the net profit totaled FRF 363.9 million.

In France

A modern network.

The Crédit Lyonnais network comprises 2,456 banking offices (1,854 full-time). The number of cash machines increased to 556 by end-1984, including 472 "César" automated teller machines. Their use increased by nearly 50% from 1983. The number of Crédit Lyonnais customers holding Carte Bleue cards has increased by 30%.

A new and diversified range of services.

In 1984, the Bank expanded its "Télébanque" home banking services, offered to individuals and businesses alike. It created new "Multilink" programs for young people ("Multilink Junior") and for savers ("Epargne Multilink"). It developed new mutual fund investments, including "Lion Investors", "Lionplus", and "Obilion". It installed microcomputers in certain branches for customer service.

Assistance gauged to satisfy needs.

As the demand for housing loans to individuals was low, Crédit Lyonnais increased its personal loans. The Bank's new subsidiary "Crédit Lyonnais Epargne et Financement des Équipements des Ménages - CLEFEM" was granted the status of financial institution.

Crédit Lyonnais remained particularly attentive to the needs of businesses for conventional financing, especially for exports. In 1984, the Bank examined the problems of founding a company and increasing the capital funds of medium-sized companies. It supported those efforts through the creation of "Lion Expansion Petites et Moyennes Entreprises" and the opening of new industrial and financial offices in four regions across France.

Outside France

Satisfactory growth in transactions handled by branches abroad.

Growth in customer transactions at branches abroad increased more rapidly

**Turner Asks FCC
To Halt CBS Plan
For Buying Stock**

New York Times Service

NEW YORK — Ted Turner has appealed to the Federal Communications Commission to stop CBS Inc.'s plan to buy nearly \$1 billion of its stock.

CBS, which has been fighting a takeover proposed by Turner Broadcasting System, said Wednesday that it would buy 21 percent of its own stock for \$955 million. The purchase would incur substantial debt, increasing the cost of a takeover. Equally important, both the notes and preferred stock that CBS is offering carry limits on the amount of debt the CBS can assume in a merger.

Mr. Turner has offered to buy CBS for newly issued securities he values at \$3.4 billion. That would load CBS with debt exceeding what is permitted in CBS's offering.

Mr. Turner asked the FCC on Friday to stop the offer by CBS, contending that it constitutes a transfer of control of CBS's five owned television stations, requiring FCC approval.

He said in his filing that the CBS move violates the Communications Act because "the poison-pill provisions take away the shareholders' control over future CBS decisions."

"The proposal involves a transfer of the major decision-making power of CBS from shareholders," his filing said.

Occidental Breaking New Ground in China

By John F. Burns

New York Times

ANTAIABO, China — With a roar from the exhaust of an earth-moving shovel, Occidental Petroleum Corp. has inaugurated its partnership in the Pingshuo open-pit coal mine.

Thousands of Chinese crowded a hillside here July 1 as Armand Hammer, Occidental's 87-year-old chairman, snipped a ribbon to formally inaugurate the \$650-million project. Li Peng, a deputy prime minister, joined in the ceremony, then stood back with Mr. Hammer as a Chinese shovel operator made a symbolic cut into the earth covering an estimated 1.4 billion tons of coal reserves.

For China, the ceremony had overtones that went beyond the mine site, in Shansi province about 185 miles (296 kilometers) west of Beijing. Officials here have been soliciting American investments for more than five years under the "open door" economic policies of Deng Xiaoping, the Chinese leader. But until the Pingshuo project, they had netted few high-value investments.

Not only is Occidental's equity share of about \$175 million by far the largest made by U.S. companies, it also involves a major corporation with advanced technical skills in an area — resource development — that is basic to China's hopes for an export boom.



The New York Times
Armand Hammer, chairman of Occidental Petroleum Corp., cuts a ribbon to inaugurate the U.S. firm's partnership in the Pingshuo open-pit coal mine in Antaiabao, China.

The problems of introducing advanced business and technical skills into a Chinese milieu that is still heavily bureaucratic, particularly in a remote mining region such as Pingshuo, have deterred many potential investors. And Occidental's protracted negotiations came close to collapse on several occasions.

But Occidental executives believe that coming to China as a trailblazer will stand the company in good stead when, as they hope, Mr. Deng's policies turn China from an economic backwater into one of the world's leading markets.

Considerations that have deterred some American investors include Mr. Deng's age, 80, and a concern that elements in the Communist Party hostile to foreign influences could overturn his economic policies. But Mr. Hammer,

who met with Mr. Deng after signing the Pingshuo contract, brushed aside such worries.

"I think China is one of the most stable countries in the world," he said, adding that its "political succession is already secured."

Mr. Li, 53, deputy prime minister who accompanied Mr. Hammer to the ceremony here, is one of the younger officials Mr. Deng has groomed to inherit the leadership. He oversees the energy industry and was involved in approving the contracts with Occidental. This required giving ground on a number of issues.

The first concession came last fall when Peter Kiewit Sons Inc., an Omaha, Nebraska, construction company, withdrew from an agreement to share half of the total Pingshuo investment with Occidental. The Bank of China was drawn to

close the gap, increasing Beijing's share of the financing to 75 percent.

This was followed by a touchy dispute over wage rates for the 1,700 Chinese who will work at the mine after it goes into full operation in September 1987.

For months, the Chinese held out for a contract stipulating that the workers would be paid the equivalent of union wage scales in the United States, which would have worked out to more than \$14 an hour, about 50 times the Chinese rate. Since the Chinese practice is to pay workers in "joint-venture" undertakings at the local level and retain the difference, the arrangement would have netted the Chinese principals a "profit" of more than \$45 million a year.

After world coal prices sank more than \$10 a ton from their 1982 high of more than \$50, Occidental dug in. Eventually, the Chinese agreed to a compromise under which labor would be paid on the basis of each ton of coal mined.

Goodrich announced last month that it would shrink its tire business by 25 percent. Patrick C. Ross, the company's president, said it would strengthen its position in "selective segments, recognizing that we can't everything to everybody."

Its tire group had become a stable source of earnings in the past five years, Mr. Ross said, but the glory days had gone. Even 1984, the industry's strongest year since 1978 for both original-equipment and replacement tires, was well below the peak of 1973.

He said longer-lasting radial tires, lower speeds and smaller cars were the principal factors that turned the U.S. tire industry into one of no growth or slow growth.

Goodrich did not detail its restructuring plans, but James L. Alexandre of the Donaldson, Lufkin & Jenrette Securities Corp. said he guessed that Goodrich "is pulling out of the off-highway segment and other heavy-duty segments and is taking no action that would have an effect on passenger-car tires."

Some analysts expect the company to shut down one of its four domestic plants. Paul DeSena, an analyst for Nomura Securities International Inc., predicted that Goodrich will quit the tire business altogether in the next five years.

"They've been more aggressive than any of them in pulling back," he said.

Uniroyal, the only major domestic tire company not based in Akron, Ohio, is to become a private company in a buyout leveraged by

some assets from its businesses to help pay the debt. But the tire business may be particularly hard to sell because of unfunded pension liabilities that the buyer may have

to assume.

Firestone, according to Mr. Ludwig, analyzed the service market and found that a wave of gas-station and new-car dealer closings between 1977 and 1982 had reduced the number of service bays by 30 percent. In addition, small auto-repair shops sometimes lacked the electronic equipment necessary to fix new cars.

"Firestone reasoned," Mr. Ludwig said, "that 'he who has a service bay is in a good strategic position.'

In 1983 the company expanded to 1,500 auto-service centers by buying 300 J.C. Penney outlets and tried to attract customers by offering computer diagnosis of engine troubles.

Firestone also decided that the cost of developing truck radial tires

Argentine Inflation Hit 30% in June

Compiled by Our Staff From Dispatches

Buenos Aires — Argentine inflation hit 30 percent in June, a record for the 19-month-old government of President Raúl Alfonsín, according to government statistics.

The monthly increase brings Argentina's yearly inflation rate to 1,128.3 percent, the Statistics Institute said Friday in its monthly price information bulletin.

The previous record for a single month's inflation in the Alfonsín administration was in April, when the figure was 29.5 percent.

Inflation for July is expected to drop drastically because of a price

and wage freeze declared June 17 and a government pledge to stop printing money to subsidize money-losing state enterprises.

Despite the official freeze, some prices are increasing because of evasion and salaries for June climbed above the inflation rate because of the midyear bonus required by law.

Government experts had predicted a high rate of inflation for June, but previous estimates were around five points below the final figure.

Chile Sets Timetable

Chile's foreign debt negotiator, Hernán Somerville, has announced

the timetable for drawing new financing from official agencies and commercial banks recently agreed to in principle with the 12-bank advisory group, Reuters reported from Santiago.

Mr. Somerville said that \$440 million of a proposed \$785-million commercial loan would be drawn in September, \$80 million between November and December, \$118 million in February and \$49 million in each of May, August and November of 1986.

Another \$300 million of commercial bank money will be lent in a World Bank co-financing. Chile's foreign debt is \$19 billion.

U.S. Tire Makers No Longer Serve All

(Continued from Page 13)

Saul H. Ludwig, an analyst at Roushon & Co. in Cleveland.

Today the major tire companies are still seeking ways to restructure their operations.

Goodrich announced last month that it would shrink its tire business by 25 percent. Patrick C. Ross, the company's president, said it would strengthen its position in "selective segments, recognizing that we can't everything to everybody."

Its tire group had become a stable source of earnings in the past five years, Mr. Ross said, but the glory days had gone. Even 1984, the industry's strongest year since 1978 for both original-equipment and replacement tires, was well below the peak of 1973.

He said longer-lasting radial tires, lower speeds and smaller cars were the principal factors that turned the U.S. tire industry into one of no growth or slow growth.

Goodrich did not detail its restructuring plans, but James L. Alexandre of the Donaldson, Lufkin & Jenrette Securities Corp. said he guessed that Goodrich "is pulling out of the off-highway segment and other heavy-duty segments and is taking no action that would have an effect on passenger-car tires."

Some analysts expect the company to shut down one of its four domestic plants. Paul DeSena, an analyst for Nomura Securities International Inc., predicted that Goodrich will quit the tire business altogether in the next five years.

"They've been more aggressive than any of them in pulling back," he said.

Uniroyal, the only major domestic tire company not based in Akron, Ohio, is to become a private company in a buyout leveraged by

debt. Based in Middlebury, Connecticut, the company also has a major chemical business and has shrunk its tire-making capacity by 40 percent.

Some analysts believe that Uniroyal, under private management, may decide to sell the tire business if a buyer can be found.

Uniroyal has concentrated on selling tires to Detroit through the ebb and flow of U.S. car sales has sent the tire company on a roller coaster ride.

In 1980, when Uniroyal was on the edge financially, its then-chief executive, Joseph P. Flannery, closed plants in Detroit and Massachusetts and eliminated a third of its tire sizes and types in the replacement market.

As it becomes a private company, Uniroyal is expected to sell some assets from its businesses to help pay the debt. But the tire business may be particularly hard to sell because of unfunded pension liabilities that the buyer may have to assume.

Goodrich weathered criticism by staying the course throughout the energy crisis, the onset of the radials and other tire traumas. It defended its turf and pumped money into production, becoming the most efficient manufacturer in the process.

The companies that opted to sell the more expensive high-performance tires in the replacement market rather than competing in Detroit's new car market lost sight of a crucial factor, some analysts say.

Making tires for Detroit is really the part of the business where technology is developed," Mr. DeSena said. "If you want to be a serious player in replacement, you've got to be in original equipment."

Shipbuilding in Japan Showed Decline in June

Reuters

TOKYO — Japan's Transport Ministry has said it issued shipbuilding permits in June for 14 ships totaling 288,854 gross tons down from 22 ships of 394,400 tons a year earlier.

The June 1985 figure, published Saturday, was also down from the 22 ships of 347,815 tons for which permits were issued in May. June permits included three ships of 109,808 tons for domestic owners and 11 of 179,050 tons for non-Japanese owners.

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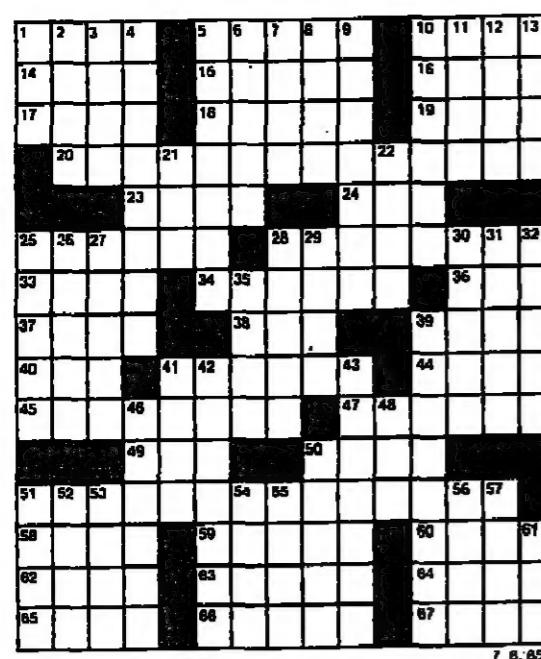
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ACROSS

- 1 Having wings
- 5 Road shoulders
- 10 Homophones for pair
- 11 Social engagement
- 15 Of oil
- 16 Singer Guthrie
- 17 A son of Seth
- 18 Female relative
- 19 Rivulet
- 20 Cherished person
- 23 Drying kiln
- 24 Spanish uncle
- 25 Reddish-yellow color
- 28 Infinite time
- 33 — a hand (help)
- 34 Harangue
- 35 Petition
- 37 — of March
- 38 Gas away
- 39 Persian gazelle
- 40 Truck for moving
- 41 Pursuer
- 44 Namesakes of a ring master
- 45 Exalt

DOWN

- 1 Block or lemon suffix
- 2 Actress Turner
- 3 Upon
- 4 Answers
- 5 Thoroughwort
- 6 Silas Marner's creator
- 7 Shoal
- 8 Black-tailed marmoset
- 9 Perfumed
- 10 Minister
- 11 Lake or canal
- 12 Associate
- 13 Actor's part
- 14 Slippery fish
- 15 Narrow opening
- 16 J. Horner did it
- 17 Indigo
- 18 Wading bird
- 19 King of Norway
- 20 Capital of Peru
- 21 Island, to a Venetian
- 22 City on the Po
- 23 Summers, in Cannes
- 24 Teheran is its capital
- 25 Aquatic animals
- 26 Recording device
- 27 Concerning
- 28 Wipe out
- 29 Recording device
- 30 Island, to a Venetian
- 31 City on the Po
- 32 Brewer's
- 33 Summers, in Cannes
- 34 Observe again
- 35 Dray holds
- 36 Algonquian Indian
- 37 Gadgets for cigarettes
- 38 As much as a dray holds
- 39 41 Algonquian Indian
- 40 42 Gadgets for cigarettes
- 41 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85

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DENNIS THE MENACE



"I WOULDN'T LIKE MARGARET AT ALL IF SHE WASN'T MY FRIEND."

JUMBLE.

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

EUDLE

KEJYR

TRALFE

LIRIXE

WHAT THE SCOTSMAN WHO RETURNED HOME LATE ONE NIGHT ALMOST GOT.

Now arrange the circled letters to form another word, as suggested by the above cartoon.

Print answer here: (Answers tomorrow)

Jumble's WHILE ABIDE TACKLE OVERDO

Answer: What the blacksmith did to his incompetent apprentice—BELLOWED AT HIM

WEATHER

EUROPE	HIGH			LOW			ASIA	HIGH			LOW		
	HIGH	MID	LOW	HIGH	MID	LOW		HIGH	MID	LOW	HIGH	MID	LOW
Alps	75	74	73	75	74	73	Bengal	75	74	73	75	74	73
Amsterdam	75	74	73	75	74	73	Beijing	75	74	73	75	74	73
Athens	75	74	73	75	74	73	Hong Kong	75	74	73	75	74	73
Berlin	75	74	73	75	74	73	Kuala Lumpur	75	74	73	75	74	73
Brest	75	74	73	75	74	73	Macau	75	74	73	75	74	73
Budapest	75	74	73	75	74	73	Seoul	75	74	73	75	74	73
Copenhagen	75	74	73	75	74	73	Singapore	75	74	73	75	74	73
Costa Del Sol	75	74	73	75	74	73	Taipei	75	74	73	75	74	73
Dublin	75	74	73	75	74	73	Tokyo	75	74	73	75	74	73
Edinburgh	75	74	73	75	74	73	Urumchi	75	74	73	75	74	73
Frankfurt	75	74	73	75	74	73	Vientiane	75	74	73	75	74	73
Geneva	75	74	73	75	74	73	Yokohama	75	74	73	75	74	73
Helsinki	75	74	73	75	74	73	Zurich	75	74	73	75	74	73
Les Palmes	75	74	73	75	74	73							
Lisbon	75	74	73	75	74	73							
London	75	74	73	75	74	73							
Madrid	75	74	73	75	74	73							
Minsk	75	74	73	75	74	73							
Moscow	75	74	73	75	74	73							
Nice	75	74	73	75	74	73							
Paris	75	74	73	75	74	73							
Rome	75	74	73	75	74	73							
Romey	75	74	73	75	74	73							
Stockholm	75	74	73	75	74	73							
Strasbourg	75	74	73	75	74	73							
Venice	75	74	73	75	74	73							
Vienna	75	74	73	75	74	73							
Zurich	75	74	73	75	74	73							

MIDDLE EAST

Akrotiri	75	74	73	75	74	73	Amman	75	74	73	75	74	73
Bahrain	75	74	73	75	74	73	Amman	75	74	73	75	74	73
Damascus	75	74	73	75	74	73	Amman	75	74	73	75	74	73
Jerusalem	75	74	73	75	74	73	Amman	75	74	73	75	74	73
Tehran	75	74	73	75	74	73	Amman	75	74	73	75	74	73

OCEANIA

Auckland	75	74	73	75	74	73	Wellington	75	74	73	75	74	73
Sydney	75	74	73	75	74	73	Sydney	75	74	73	75	74	73
Taranto	75	74	73	75	74	73	Sydney	75	74	73	75	74	73

PEOPLES' STATES

Abu Dhabi	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Doha	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Manama	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Qatar	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Sabah	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Saudi Arabia	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Umm Al Quwain	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73
Yemen	75	74	73	75	74	73	Al-Khalifa	75	74	73	75	74	73

MONDAY'S FORECAST — CHANNEL: Slightly choppy. FRANKFURT: Fair. TURIN: 77° — 77°. LONDON: Partly cloudy. TERNI: 75° — 76°. PARIS: 75° — 76°. ROME: 75° — 76°. TOKYO: 75° — 76°. MANILA: 75° — 76°. HONG KONG: 75° — 76°. SEOUL: 75° — 76°. MANILA: 75° — 76°. TOKYO: 75° — 76°. SEUL: 75° — 76°. TOKYO: 75° — 76°. TOKYO: 75° — 76°.

PEANUTS



BLONDIE



BEETLE BAILEY



ANDY CAPP



WIZARD OF ID



GARFIELD



SPORTS BRIEFS

Piquet Triumphs in French Grand Prix

LE CASTELLET, France (UPI) — Nelson Piquet of Brazil, in a Brabham, won the French Grand Prix on Sunday, driving a controlled race to triumph over other former Formula 1 champion, Keke Rosberg of Finland.

Piquet, world champion in 1981 and 1983, took the lead on the seventh lap and won for the 13th time in 101 grand prix races. Rosberg, who made a late pit stop to change tires on his Williams, set a record of 1:39.914 on the last lap of the 5.81-kilometer (3.61-mile) Paul Ricard Circuit to pass Alan Jones' McLaren.

This victory came on the 10th anniversary of Ruffian's match race against the colt Foolish Pleasure, when Ruffian broke down and had to be destroyed.

Ballesteros 2-Stroke Victor in French Open

ST. GERMAIN-EN-LAYE, France — Severiano Ballesteros won the French Open golf tournament here

